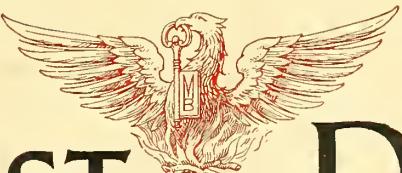




The



CHEMIST AND DRUGGIST

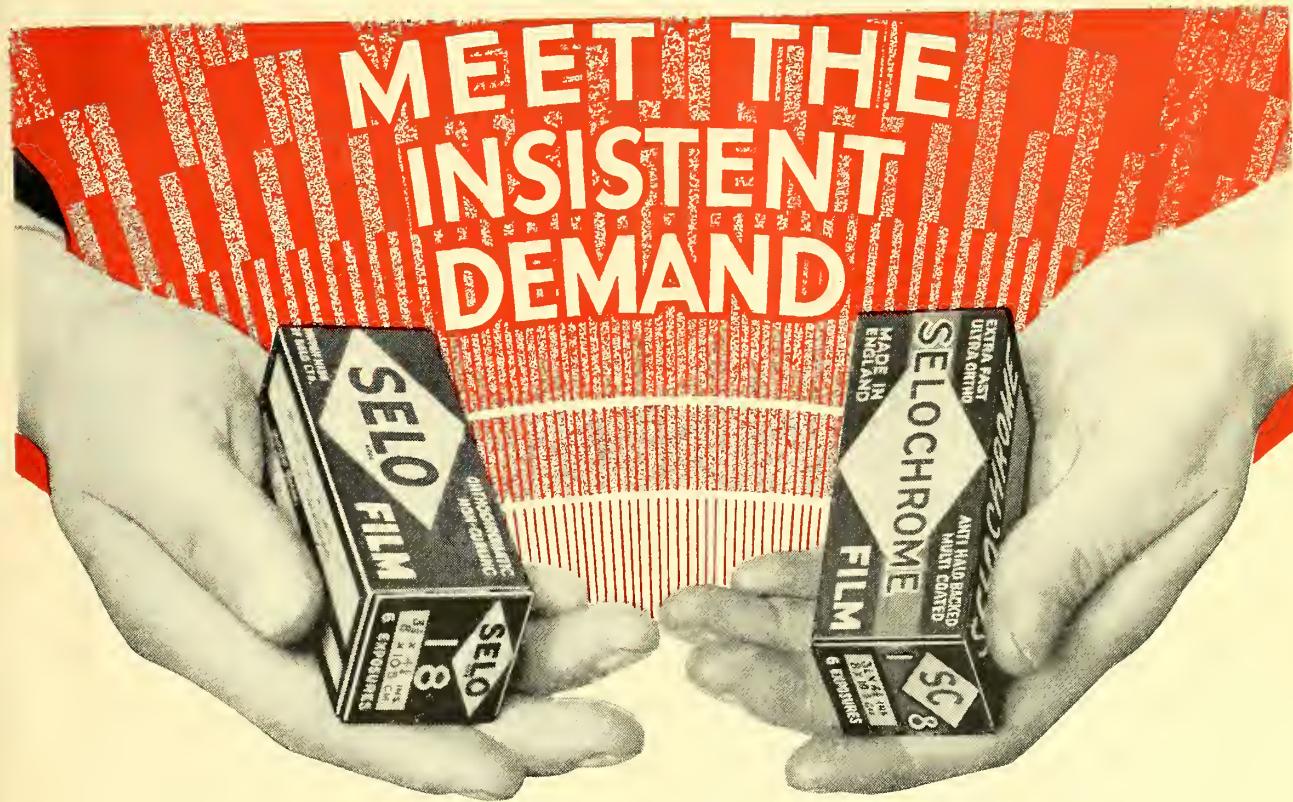
Established 1859

28 Essex Street, Strand, London, W.C.2.

Registered as a Newspaper

No. 2773.
VOL. CXVIII.

APRIL 1, 1933

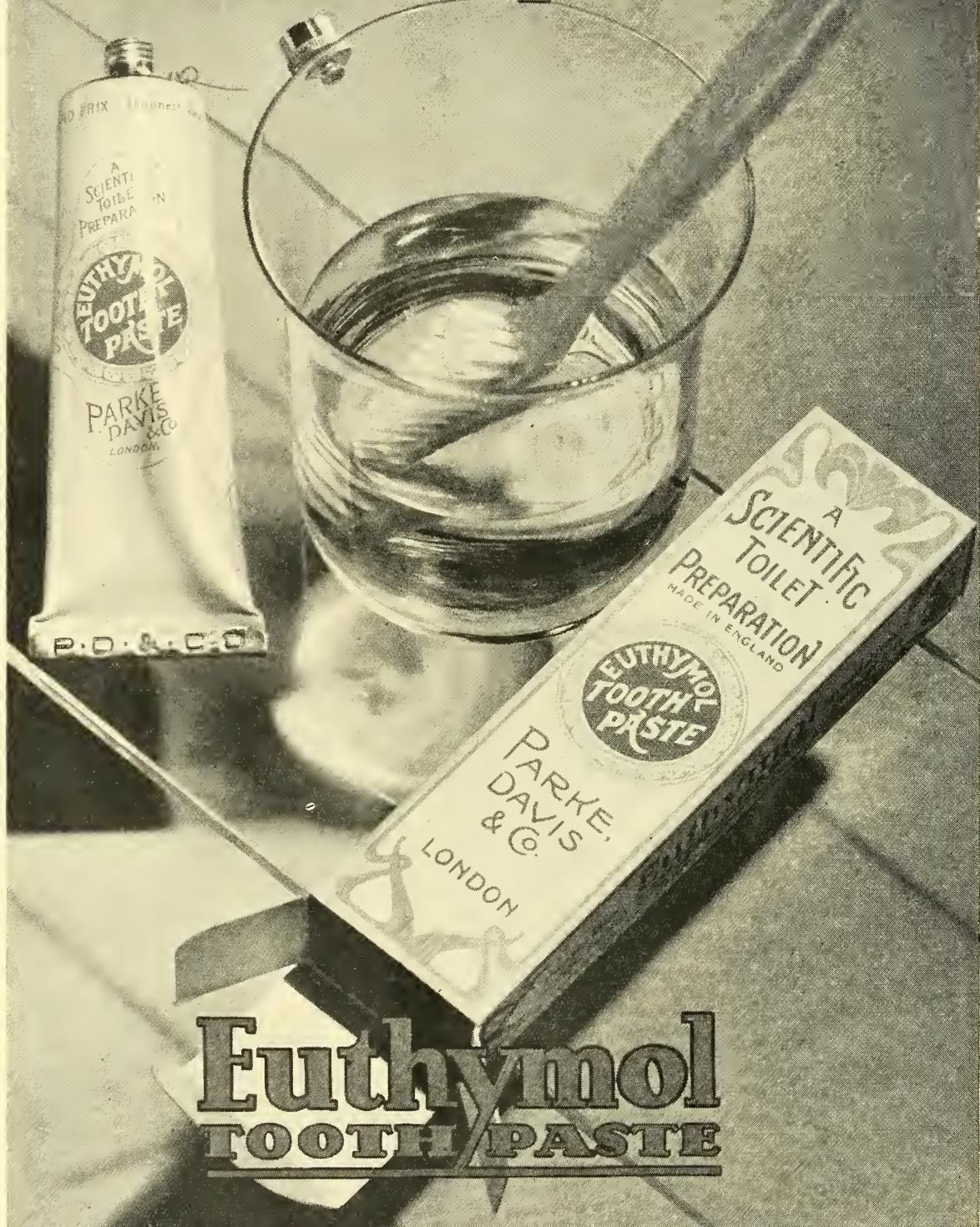
Annual Subscription (with
Diary) 20/- Single Copies 9d.

Because of their consistent high quality coupled with extensive advertising, Selo and Selochrome will be in still greater demand this season. See that your stocks are sufficient to meet the demand!

SELO & SELOCHROME ROLL FILMS

Made in England by
ILFORD LIMITED, ILFORD, LONDON

The Good Companions



The steady regular sale of Euthymol makes it profitable to buy in bonus quantities. Send for particulars to : PARKE, DAVIS & CO., 50 BEAK ST., LONDON, W.1 : Laboratories : Hounslow, Middlesex : Inc. U.S.A., Liability Ltd.

A Few Products
But those, well done

BENZOIC ACID
CAFFEN PURE
CALCIUM GLYCEROPHOSPHATE
COUMARIN
METHYL SALICYLATE
SACCHARIN—BOOTS
SALICYLIC ACID
SALOL
UREA PURE
VANILLIN 100% (G.T.)

BENZOIC ACID

PHENOLPHTHALEIN

SODIUM SALICYLATE

**ASPIRIN
'FRE-FLO'**

PHENAZONE

PHENACETIN

G

H. W. GRAESSER-THOMAS

49 LEADENHALL ST.
LONDON, E.C.3

Phone : Monument 3011 & 3111
Grams : "Unomee, ten, London"

3 for the price of 2!

Will you accept a profit of 7½ on an outlay of 6/-?

NATIONAL ADVERTISING

In the "Daily Mail," "News of the World," "Strand Magazine," "Motor Cycle," "Horse and Hound," etc., is creating the demand—there is a quick and easy **3½% profit for you**, if you will co-operate by carrying a small stock. **Used by Leading Sportsmen.** Capt. W. M. Woodfull, and most of the English and Australian Test players, Graham Walker, Wal Handley, and many other "stars" whose names carry weight, wear and recommend the "Litesome." Over 3,000 Doctors have approved it, and every hundred we sell brings back three spontaneous letters of thanks and appreciation.



The

ATTRACTIVE DISPLAY MATERIAL — FREE

We have a fine range of tasteful yet striking Display Cards, etc., that only have to be shown to sell the Belt. A supply will be sent FREE with this special opening order.

"Litesome"

BODY BELT

and ATHLETIC SUPPORT

Two Types: **EVERYMAN**, adjustable belt; **SPORTS**, elastic belt. 2 sizes: 28–34 ins. and 34–40 ins. waist. Soft and cosy as finest underwear, made from fine woven material, washable, unshrinkable, thoroughly hygienic.

Post this coupon, with remittance for 6/- or mark C.O.D. This special offer will enable you to meet immediate demands—and test the value and quality. Usual price—36/- per doz.

FRED HURTELY Ltd., KEIGHLEY

Retail

4'6

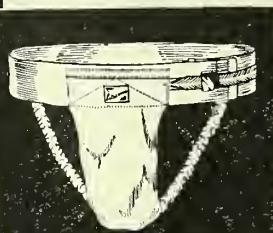
BOTH TYPES

ATTACH YOUR CARD—AND POST TO-DAY

UNIQUE BODY BELT and Athletic Support — that outlasts SIX SUSPENSORY BANDAGES

The latest and best type of Body Belt—"for everyday comfort, protection and support"—keeps a man feeling fit, fresh and alert—all day and every day. Motor Cyclists, Walkers, Runners, Boxers—all sportsmen and athletes find it essential.

Completely supersedes the ordinary Suspensory Bandage—lasts six times as long and provides safe and sure protection for every man against crippling strains and chills, rupture, varicocele, prostate gland . . .



SPECIAL OPENING OFFER—3 FOR THE PRICE OF 2

To: FRED HURTELY LTD.

Victoria Park Mills, KEIGHLEY

Please send me 3 "Litesome" Body Belts to sell at 4/6 each, at the total cost of 6/-.

Nett Cash (6/-) enclosed

or

Please send C.O.D.

Please cross out line not required.

SIZES } Can be
TYPES } assorted
as desired.

SIGNED

7/6 PROFIT on an Outlay of 6/-!

Roger & Gallet's

authentic and genuine Jean Marie Farina.

EAU DE COLOGNE



guaranteed to be entirely made with the best dutiable S.V.R. spirit.
No methylated nor any other Industrial spirit known as Duty-Free
is used in any of ROGER & GALLET'S preparations.

Retail Prices - - - - - 4/-, 8/-, 18/-, 40/- and 80/-.

ROGER & GALLET (LONDON) LTD.

1 LECHMERE ROAD, LONDON, N.W.2

LONDON and PARIS



Butler & Crispe offer Chemists a service of unequalled value for Prompt delivery of all orders to any distance by the quickest route.

Town delivery of all orders by motor over wide area.
Rail orders despatched same day as received.

NO QUICKER DELIVERIES . . . NO BETTER PRICES
British, French and American Medicines,
Toilet Goods and Perfumery, Druggists' Sundries,
Fine Chemicals, Photographic Materials

BUTLER & CRISPE

80-84 CLERKENWELL RD., LONDON, E.C.I

INDEX TO ADVERTISERS

Allan Manfg. Co., Ltd. (Cut-Out Letters)	xxii
Aspro, Ltd. (Aspro)	ix
Association of Manufacturing Chemists, Ltd.	Col. Supp.
Ayrton, Saunders & Co., Ltd. (Wholesale Druggists)	27
Baird, J., & Sons (Optical Sundries)	14
Baiss Bros. & Co., Ltd. (Effervescent Salines, &c.)	iv
Bandoeng Quinine Factories (Quinine and Salts)	vi
Bell, John Hills & Lucas, Ltd. (Pharm. Preps.)	Leader Page
Berde & Fish (Valuers, &c.)	Col. Supp.
Berton, Arthur, Ltd. (Camera Cases)	14
Billowzone (1929), Ltd. (Bath Salt)	8
Bisodol, Ltd. (Bisodol)	xv
Blackwell, Hayes & Co., Ltd. (Packed Goods)	iv
British Drug Houses, Ltd. (Radio-stoleum)	36
British Stainless Steel Products, Ltd. (Hospital Bowls, &c.)	xvi
Britton, Malcolm & Waymark, Ltd. (Sundries)	6
Brook, Parker & Co., Ltd. (Photo Sundries)	13
Burall Bros. (D. & P. Books)	24
Burge, Warren & Ridgley, Ltd. (Surgical Rubber Goods)	xxii
Burroughs, James, Ltd. (Alcohol)	Leader Page
Burroughs Wellcome & Co. (Photographic Chemicals)	35
Bush, W. J., & Co., Ltd. (Chemicals)	7
Butler & Crispé (Service)	4
Caldicot Tin Stamping Works, Ltd. (Decorated Tins)	xix
Camwal, Ltd. (Table Waters)	xv
Cartwright, W. B., Ltd. (Moorland Tablets)	9
Cephos, Ltd. (Headache Remedy)	viii
Cheltine Foods Co. (Diabetic Foods)	xiii
Chemopharm, Ltd. (Tebetren) Leader Page	
Christy, T., & Co. (Coronet Cameras, Cachet Machines, Page-Barker Lotion, &c.)	18, 19, 26, & xxii
Clark, S. F. (Valuer, &c.)	Col. Supp.
Continental Laboratories, Ltd. (Ura-lysol)	viii
Corn Products Co., Ltd. (Karo, &c.)	10
Coronet Camera Co.	18-19
Cox, A. H., & Co., Ltd. (Grape Fruitoids, &c.)	Cover
Dick, W. B., & Co., Ltd. (Liquid Paraffin)	xiv
Distillers Co., Ltd. (Dried Yeast, &c.)	xiii
Dixor, Ltd. (Toilet Preparations)	8
Drayton Paper Works, Ltd. (Toilet Rolls, &c.)	xvii
Dudley & Co., Ltd. (Showcases)	xix
Duncan, Flockhart & Co. (Dusting Powder)	ii
Fairy Dyes, Ltd. (Dyes)	xiii
Fellows Medical Manfg. Co., Inc. (Fellows Syrup)	vii
Ferber, Robert, Ltd. (Medicinal Cap-sules, &c.)	x
Fink, F., & Co. (Gums)	xxii
Ford, Shapland & Co., Ltd. ("Sol-vo" Toilet Paper)	xvi
Freudentheil, Smith & Co. (C.L.O.)	xiv
Gardiner & Co. (The Scotch House), Ltd. (Overalls)	xxiii
Gardner, W., & Sons (Glos.), Ltd. (Machinery)	xxi
Genatosan, Ltd. (Genasprin, &c.)	xi
George, E. J. (Valuer, &c.)	Col. Supp.
Glycerine, Ltd.	
Graesser-Thomas, H. W. (Aspirin 'Free-Flo')	1
Grasshopper, Ltd. (Change of Address)	10
Greely, R. W., & Co., Ltd. (Rhodol, &c.)	15
Grout & Co., Ltd. (Crêpe Bandages)	xxvii
Hackett, S. E. (Film Overstocks)	Col. Supp.
Hampden Residential Club	Col. Supp.
Harley, T. (Rodine)	xxiii
Holroyd's Oil & Ceresine Co., Ltd.	xxii
Hough, Hoseason & Co., Ltd. (Nalgo Antiseptic)	5
Hubbuck, T., & Son, Ltd. (Oxide of Zinc)	ii
Hurtley, F., Ltd. ("Litesome" Body Belt)	2
Ibberson, G., & Co. (Razor Blades)	26
Ilford, Ltd. (Selo & Selochrome Films)	Cover
Jobling Glennie & Co. (Film Machines)	21
Johnson & Sons Manufacturing Chemists, Ltd. (Tank Developer)	i
Josephs, Philip, & Sons, Ltd. (Shop-fittings)	20 & Col. Supp.
Killerm Co., Ltd. (Disinfectants)	xiv
King, J. L., Ltd. (Showcases)	24
Later Utility Co. (Film Machines)	24
Lax & Shaw, Ltd. (Bottles)	23
Leigh, R. & H., & Sons (Carboy Hampers)	xxii
Lennon, Ltd. (South African Agencies)	xii
Levermore, A., & Co., Ltd. (Precipi-tated Chalk)	xxii
Lofthouse & Saltmer, Ltd. (Halibut Liver Oil)	xii

[Continued overleaf.]

INDEX—cont.

Macleans, Ltd. (Hydrogen Peroxide) ... 12
 Manley, F. H., & Co. (D. & P. Service) 14
 Matthews, D., & Son (Shopfittings)
 Col. Supp.
 Matthews Laboratories, Ltd. (Sterilla
 Surgical Soap) Leader Page
 Maund, F., & Berg, E. (Showcases),
 Ltd. Col. Supp.
 Maw, S., Son & Sons, Ltd. 11
 Maxwell, Plaistowe & Co., Ltd. (San-
 dalwood Oil) v
 Methylating Co., Ltd. (Methylated
 Spirit) v
 Metropolitan-Vickers Electrical Co.,
 Ltd. (Cosmos Lamps) xx
 Millar, A., & Co., Ltd. (Orange
 Wine) xiv
 Mills, J. M., Ltd. (Methylated Spirit) x
 Mitchell, N. W., & Snow, Ltd. (Corks) xviii
 Modern Chemical Products, Ltd.
 (Bottle Caps) xviii
 Monsanto Chemical Works, Ltd.
 (Methyl Salicylate, &c.) Cover
 Myers, E. J. (Shopfittings) Col. Supp.
 Newbery, F., & Sons, Ltd. (Spring
 Lines) 10
 Newcastle-on-Tyne Zinc Oxide Co., Ltd. vi
 Norwegian Cod Liver Oil xxiv
 Orridge & Co. (Valuers, &c.) Col. Supp.
 Owl Advertising & Photographic Ser-
 vice xx
 Pan Mfg. Co., Ltd. (Sanitary Pad) ... xxii
 Papier Poudré, Ltd. (Soap Leaves) ... 29
 Parke, Davis & Co. (Euthymol Tooth
 Paste) Cover

Perry & Hope, Ltd. (Phosphate of
 Soda) xxii
 Photopress (D. & P. Service) 24
 Pifco, Ltd. (Sharpex Razor Blade
 Sharpener) 29
 Poth, Hille & Co., Ltd. (Beeswax) xxi
 Potter & Clarke, Ltd. (Wholesale
 Druggists) 33
 Prideaux's, Ltd. (English Dried Milk) xii
 Riley, J., & Sons, Ltd. (Hypo, &c.) ... 15
 Ringslade Mfg. Co., Ltd. (Fly-Tox).... 28
 Rivista Italiana delle Essenze e Profumi vii
 Roberts & Co. (Robuvan, &c.) xii
 Roberts' Patent Filling Machine Co... xxi
 Robinson & Sons, Ltd. (Mene Towels,
 &c.) 25 & xix
 Roger & Gallet (London), Ltd. (Per-
 fumery) 3
 Rose, J. L., Ltd. (Gallic Acid, &c.) ... vi
 Rudduck & Co. (Shopfittings) ... Col. Supp.
 Sangers, Ltd. (Service) 22
 Sasso, P., & Figli (Olive Oil) 34
 Schering, Ltd. ('Medinal,' &c.)
 Leader Page
 Scruton, O., & Co. (Nurse Harvey's
 Mixture) 26
 Scurr, C. A. (Optical Tuition) xx
 Shadéine Co. (Hair Dyes) xxii
 Shadforth Prescription Service (Pre-
 scriptions) x
 Sherley, A. F., & Co., Ltd. (Veteri-
 nary Preparations) xxiii
 Silks Toilet Co. (Preemo Spray) 29
 Smith, T. & H., Ltd. (Alkaloids) iv
 Soho, Ltd. (Cameras) 20
 Southall Bros. & Barclay, Ltd. (Sani-
 tary Towels) xviii
 Speer, W. R., & Son (Toothbrushes) ... 29
 Spencer & Co. (Urodonal) 28
 Stapleton & Son (Archanium) x
 Sterns, Ltd. (Oils, Petroleum) xxi
 Stewart, Goodall & Dunlop, Ltd.
 (Nuctone) 8
 Sudex Co., Ltd. (Senna Pods) xxii
 Surgical Hosiery Co., Ltd. xvi
 Thompson & Capper Wholesale, Ltd.
 (Cornol) 31
 Thompson, John (Wholesale Druggists,
 1921), Ltd. (Photographics) 21
 Trufood, Ltd. (Essogen) xv
 Vareen, Ltd. (Liquid Nail Polish)
 Leader Page
 Veldt Laboratory, The ("Veldt"
 Cream) xx
 Viggormalt, Ltd. (Malt Extract and
 Hops) xv
 W. P. Service, The (D. & P. Service) 17
 Wafer Razor Co., Ltd. (Razor Blades) 26
 Waide, Thos., & Sons, Ltd. (Printers) 30
 Walton, T. H., & Co., Ltd. (Com-
 pressed Tablets) xxii
 Webster, T., & Co., Ltd. (Stoppers) xviii
 Westminster College of Pharmacy ... xx
 Whiffen & Sons, Ltd. (Salicin) iii
 Whitaker & Co. (Kendal), Ltd. (Home
 Dyes, &c.) 32
 Wilcox, Jozéau & Co., Ltd. (Terpofor)
 Leader Page
 Wilkinson, James F. (Printing) xix
 Zeal, G. H., Ltd. (Clinicals) xviii
 Zimmermann, A. & M. (Chemicals) ... viii

THE HOUSE FOR**DRUGGISTS'
SUNDRIES**

SURGICAL SUNDRIES
 HOT WATER BOTTLES
 B.P.C. DRESSINGS
 TOILET BRUSHWARE

TRADE



MARK

SPECIAL ALL GLASS
 SPRAYS. R.J.R. SERIES
 LETTERED DELF JARS
 NOVOLA DELFETTE JARS
 ELASTIC HOSIERY

BRITTON, MALCOLM & WAYMARK, LTD.
38 SOUTHWARK BRIDGE ROAD,
LONDON, S.E.1

Near Southwark Bridge, South Side of River.

Telephone:
 Waterloo
 1442 (2 lines)

Telegrams:
 "Clinbric,
 Boroh, London."

BUSH

ACETANILIDE
ASPIRIN B.P. "FRE FLO"
CHLOROFORM B.P.

BENZOIC ACID B.P.
CREAM OF TARTAR B.P.
METHYL SALICYLATE B.P.

SALICYLIC ACID B.P.
SODIUM BENZOATE B.P.
SODIUM SALICYLATE B.P.

W. J. BUSH & CO. LIMITED

ASH GROVE, HACKNEY, LONDON, E.8

Tel. Add.: "TANGERINE, LONDON" Tel. No.: CLISSOLD 0461 (5 lines)

Factories and branches at Mitcham, Widnes, Grasse, Messina,
New York, Montreal, Brisbane, Melbourne, Sydney, Johannesburg

ASH GROVE
HACKNEY LONDON E.8
Telephone Nos.
CLISSOLD - { 0461-5
6035-6

the original combined Cream and Powder

VELOUTY de DIXOR



The advertised line that you are asked for.

NOW ON P.A.T.A.

Samples free upon receipt of trade card or billhead.

PRICES :—No. 1. Handbag tube	3/-	doz.	Retail	- 1/4
No. 2. Small tube	4/-	"	"	- 6
No. 3. Medium tube	7/-	"	"	1/-
No. 4. Large tube	14/-	"	"	2/-
No. 5. Super tube	22/-	"	"	3/-
Pots (glass)	21/-	"	"	2/9
Pots de luxe (unbreakable)	36/-	"	"	4/6

Made in four shades :

WHITE, IVORY, NATURAL and OCHRE.

Obtainable from your regular Wholesaler or direct from the Manufacturers:

DIXOR, LTD., 68, Newman St., Oxford St., London, W.1

Sole Distributors for

Northern Ireland : ROBERT MAYRS & CO., 43 Chichester Street, BELFAST
Irish Free State : MAY, ROBERTS & CO. LTD., Grand Canal Quay, DUBLIN

BILLOWZONE

Complete SEA Bath Salt
and perfect Ozonator in one

BILLOWZONE is practically reconstructed sea-water, prepared in progressive stages from more than ten ingredients. Instantly dissolves in hot or cold water, to which it imparts the full properties and refreshing aroma of sea-water, at the same time permeating the air with ozone and organic iodine.



Send post card for specimen
free booklet and trade terms to

RECD.
+
**EXTREMELY
SMART NEW
PACKAGES**

+
**CONVINCING
LITERATURE**

+
PRICES :

4d. Carton 3/6
Doz.
7 lb. Box 4/9
28 lb. Drum 17/6

+
{ }

BILLOWZONE (1929) LTD.

KING WILLIAM STREET HOUSE,
ARTHUR STREET, LONDON, E.C.4
(Mansion House 7044)

Wholesalers can obtain supplies from new
laboratories, 3 Charlotte Mews, Tottenham Street,
London, W.1

*Grey Hairs are growing
every day, making
Opportunities for Nuctone
Sales!*



Grey hair is a handicap in business as well as in pleasure. The acknowledged remedy is Nuctone which brings the hair back to its natural shade. Universally recognised to be as safe as a shampoo, Nuctone gives excellent results—two facts that maintain the steadiness of sales. Sold in bottles at 3/9 & 6/6

Nuctone
SAFE FOR GREY HAIR

MANUFACTURED BY STEWART GOODALL & DUNLOP LIMITED

You'll get More Sales with



MOORLAND BRAND INDIGESTION TABLETS

★ BONUS

ONE DOZEN packets free with every order for one gross will be given during the first two weeks in April, on condition that the showmater sent with order is shown prominently in your main window for two weeks during April

ADVERTISING

These advertisements are appearing regularly in the leading National, Sunday and Provincial papers—over 11,000,000 people are reading them. See that your stock of Moorlands is ample to meet the public demand.



and the SPECIAL SHOWCARD

Almost striking new Showcard for window display (see illustration). Put this showcard in your window for a fortnight and be entitled to the Special Bonus.

Link up your windows with the advertising of the biggest line in Indigestion Tablets—Moorland Brand.

Millions are seeing the Moorland Advertisements. Keep 'MOORLANDS' prominently in your windows and see your sales jump up.

Take advantage of this nationwide advertising *and our bonus offer*. This offer is for the first two weeks in April only and it will then be withdrawn.

• • •

If you have not yet received full particulars write us to-day.

• • •

W. B. Cartwright, Ltd., Rawdon, Leeds

2 well-advertised and widely-selling products ..

"KARO" — a Glucose food specially prepared for infants and growing children. "DEXTROSOL" Brand Dextrose B.P. (Powdered Medicinal Glucose). Both are being widely advertised in medical and nursing journals — and their use on medical prescription is increasing daily. In addition, a great advertising campaign is awakening a wider public to the value of Glucose as an energy food with exceptional medicinal virtues. Link up with this topical publicity by displaying "Karo" and "Dextrosol" in your shop.

Send for samples, literature and showcards.

D.A. 31



PRICES :
 "KARO"
 Retail Price 2 6 per 2-lb. tin.
 Wholesale Price 2/- per doz.
 "DEXTROSOL"
 Retail Price 1/6 per lb.
 Wholesale Price 13/6 per doz.
 Stocked by leading Wholesale Chemists.



CHANGE OF ADDRESS

GRASSHOPPER LIMITED

Please note that we have removed from 36 North Road, Holloway, London, N.7, to :—

**79 ST. MARK'S ROAD,
LONDON, S.E.5**

and that our new Telephone Number is Reliance 2937.

NOTE :—

We shall be pleased to exchange or replace soiled or old stock of Ointment or Pills, carriage paid by us.

COUNTER WRAPPERS
supplied FREE on request.

SPRING LINES TO REVIVE BUSINESS

**ORANGE QUININE
TONIC**

SPRING SALINE

**BLUE DRAGOON
CORN CRAYON**

**OUR REPRESENTATIVE CAN
SHOW YOU SAMPLES**

NEWBERYS
FRANCIS NEWBERY & SONS, LTD.
CHARTERHOUSE SQUARE,
LONDON, E.C.1

Maw's Packed Goods

Chemist's Own Name



Three Brands

DISCUS BRAND
Turquoise Blue on White



CHEVRON BRAND
Dark Blue on Cream



M BRAND
Dark Blue on White



High Quality
Competitive Prices

Generous Profits

Twenty-six lines in a variety of sizes—each one admirably packed in good quality, screw-capped bottles, etc., completely wrapped in transparent tissue.
Informative showcard, in harmony with the goods, supplied with each line.

Decide now to stock and sell Maw's Packed Goods—in one of the three brands. They will increase your profit and your prestige.

S. Maw, Son & Sons, Ltd.,
Aldersgate Street,
London, E.C.1.



Two new packs to help you



A BIGGER BOTTLE
LOWER PRICES

*Get the sixpenny Peroxide Market!

Nowadays Hydrogen Peroxide is selling here, there and everywhere at very low prices. Here are two good-looking, sixpenny packs to help the enterprising chemist compete on equal terms in this profitable market. And Hydrogen Peroxide is a profitable line nowadays—selling as well as powders and creams. For women are buying it freely, for bleaching hair and skin, for whitening clothes and for a multitude of quite new and surprising uses, as well as for its well-known antiseptic properties. The chemist who is on tip-toe for new business will be quick to profit by this new fashion-wave by displaying these attractive packs.

MACLEANS HYDROGEN PEROXIDE

* Display with Toothpaste and make 2-in-1 Sales!

Macleans Hydrogen Peroxide is packed as a matching companion line to Macleans Peroxide Toothpaste. Display Toothpaste and Hydrogen Peroxide together and sell two products at a time instead of one.

PRICES

10 Vols. to retail at 6d. 1 doz. 3/9. 3 doz. 3/6.
20 Vols. to retail at 6d. 1 doz. 3/9. 3 doz. 3/6.
Assorted dozens at 3/6 per doz. Minimum quantity for
assorted dozen price, 3 doz.



MACLEANS LTD., GREAT WEST ROAD, BRENTFORD, MIDDLESEX
Telephone: Ealing 6616

Telegrams: Macleans, Brentford



TO



PHOTOGRAPHIC DEALERS PROFESSIONAL PHOTOGRAPHERS & TRADE D&P HOUSES

*Being Agents for practically every Maker of Cameras, Films, etc., of repute
(Both English and Continental)*

We are able to supply their Products at their Prices, Discounts and Terms

AND WE OFFER ALL

SUNDRIES & CHEMICALS

AT HIGHLY COMPETITIVE PRICES

**WE ARE AGENTS FOR
SELO AND SELOCHROME FILMS
AND
ENSIGN CAMERAS AND FILMS, Etc.**

We hold large and varied stocks of ENSIGN, SOHO, CORONET, ZEISS-IKON, VOIGT-LANDER, AGFA, IHAGEE, THORNTON-PICKARD Cameras, also SELO, AGFA, GEVAERT, ZEISS and ENSIGN Films and Film Packs.

WRITE FOR OUR PHOTOGRAPHIC PRICE LIST
Also for particulars of our FREE WEEKLY MOTOR DELIVERY SERVICE
To most towns, etc., in Yorkshire, Lancashire, Lincolnshire, Nottingham, Derby, Northumberland and Durham.

BROOK, PARKER & CO., LTD.

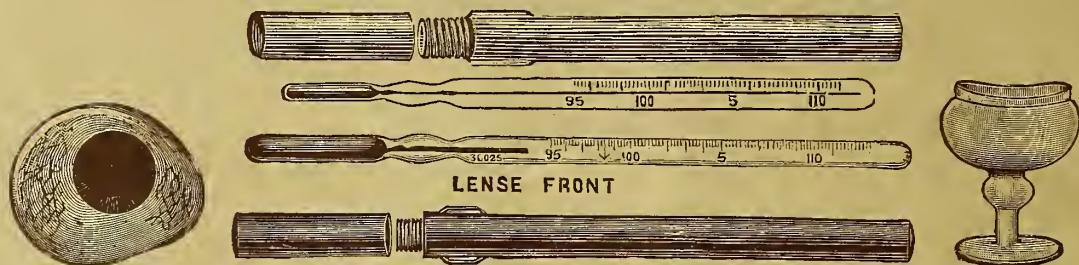
Manufacturing Chemists and Wholesale Photographic Dealers

ASHFIELD, HORTON ROAD, BRADFORD

'Phone : BFD 8237, 8238 & 8239 'Grams : "BROPARCO," BRADFORD



THREE GOOD THINGS for the CHEMIST



1. Artificial Eyes—we hold large stocks, selections on approval per return post.
2. Clinical Thermometers—supplied singly as above or half-dozen on a showcard, 3 each round and lens front in 2-min., 1-min. and $\frac{1}{2}$ -min. English made and guaranteed.
3. Eye Cups—a clearing lot at very low prices.

Write for samples or prices of any of above.

JOHN BAIRD & SONS, Wholesale & Manufacturing Opticians,

70 MITCHELL STREET,

GLASGOW, C.1

Telephone & Extensions: CENTRAL 541.

Telegrams & Cables: SPECTACLES, GLASGOW (A.B.C. CODE)

ESTABLISHED 1889

Frank H. Manley & Co.

Developing and Printing Specialists

have Vacancies for twelve new customers
this season.

- ★ Highest quality work together with speed. Special return of post service for clients in country parts.
- ★ Qualified Chemist's work only undertaken.
- ★ A trial order will be executed free of charge.
- ★ Originators of the SNAPSHOT JIG SAW PUZZLE made from amateur negatives.

RECEIVING OFFICE AND WORKS:

73 Rowson Street, New Brighton
Cheshire

CAMERA CASES



In view of the splendid success of our last season's production, we have decided to again market the smart leatherette case at the reduced price of

7/6
per doz.

for any size or make of camera. Made complete with sliding buckle shoulder straps and fitted with inside flaps.

Supplied in five colours:

BROWN, BLUE, RED, GREEN & BLACK

ARTHUR BERTON LTD.

"BRITANNIA HOUSE,"

256-260 OLD STREET, LONDON, E.C.1

Phone: CLERKENWELL 1346 - 1347 - 1348 - 1349

MANCHESTER:

36 Chapel Street,
Phone: Blackfriars 4536

GLASGOW:

29-31 Duke Street,
Phone: Bell 702

Ask our representative for special quantity discounts

RHODOL

(METOL PURE 100%)

Rhodia Brand

HYDROQUINONE

WHITE

Rhodia Brand

"The standard by which Hydroquinone is judged."

MANUFACTURED BY

Société

des Usines Chimiques
Rhône-Poulenc

21 Rue Jean Goujon, Paris

Sole Concessionaires for United Kingdom of Great Britain,
Northern Ireland, and Irish Free State:

R. W. GREEFF & Co., Ltd., Thames House, Queen St. Place, E.C.4

FOR PUREST QUALITY & LOWEST PRICES

SEND YOUR ENQUIRIES TO

R. W. GREEFF & CO., LTD.

Ammonium Potassium

BROMIDES

AMIDOL

PYROGALLIC ACID
CRYSTALS

SODA HYPO

ACETIC ACID GLACIAL
Etc., Etc.THAMES HOUSE,
QUEEN STREET PLACE,
LONDON, E.C.4

HYPO

B.P. PRECIPITATED SULPHUR
 B.P. EPSOM SALTS
 ACCUMULATOR ACID
 B.P. GLAUBER SALTS
 B.P. ZINC SULPHATE
 ZINC CHLORIDE
 LEAD ARSENATE
 WEED KILLER

Send us your enquiries

JOHN RILEY & SONS, LTD.
 P.O. BOX No. 62, ACCRINGTON, Lancs.
 Telegraphic Ad.: Rileys, Hapton Phone: 2137-2138 Accrington

A
TOPICAL
C. & D.
BOOK

THE
PHOTOGRAPHIC
CHEMIST

This is a concise guide to chemists commencing and carrying on a photographic department. The book is a reprint of the treatise in *The Chemist and Druggist Diary*, 1926, with additional chapters and formulas.

Price 3s. 6d., by post 3s. 8d.

You can obtain a complete list of C. & D. books from—

THE CHEMIST AND DRUGGIST
28, Essex Street, Strand, London, W.C.2

or the following branches—

MANCHESTER : 49, County Buildings, 4, Cannon Street.

GLASGOW : 19, Waterloo Street.

SHEFFIELD : 54, Fosters Buildings.

Your wholesaler can supply them also.

EVERY PRINT A POSTCARD

WHATEVER THE SIZE
OF FILM

AND NO EXTRA COST!

Think what this means to every amateur. It will add interest and increase your D. & P. business enormously. No extra charge. Developing 6d. per film. Printing (postcards from any film) 2d. per print. This new service will make snapshotting more popular than ever.

WHERE YOU COME IN !

A limited number of AGENTS are wanted in all parts of the country (Manchester excluded—being already fixed up).

Only two Agents will be appointed in each town or area and this service will be confined to them exclusively.

We give a same day post service and perfect work. Each Agent will be supplied with display and advertising material.

Applications for Agencies will be considered in strict rotation. Write immediately for full details and terms.



The **W. P. SERVICE**
P.O. BOX 540, MANCHESTER

EVERY PHARMACIST SHOULD STUDY THIS ADVERTISEMENT. EVERY

EASTER WHITSUN SUMMER CORONET

For beginners and the children.



**CORONET 0.20
BOX CAMERA**

The lowest price $3\frac{1}{2}$ by $2\frac{1}{2}$ Box Camera on the market. Soundly constructed and fitted with British-made first quality Meniscus Lens; Ever-set Time and Instantaneous Shutter; 2 Brilliant Viewfinders; and Leather Handle. Every one tested and guaranteed to produce splendid photographs. Fits all films size $3\frac{1}{2}$ by $2\frac{1}{2}$ in. Price 5/6 each.

CAMERA CASES.—Solid Cowhide Hand-stitched, 4/6. Waterproof Tan Canvas, 1/11.

Chemists 3/8

Public 5/6



**CORONET EVERY-DISTANCE
BOX CAMERA**

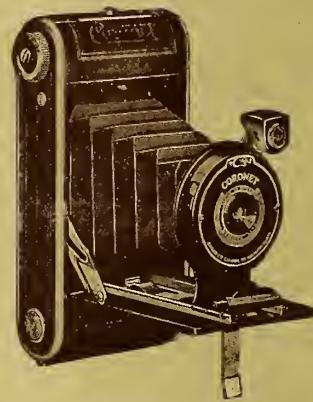
"The Box Camera which is different." A triumph of British Skill and Workmanship. Most compact of all Box Cameras. Fitted with patented Taylor-Hobson Every-Distance Lens which photographs crystal-clear pictures at all distances from 5 feet to infinity. Latest type one-way Shutter; 2 Brilliant Viewfinders; Time and Instantaneous Shutter. Solid Leather Handle. Fits all films size $3\frac{1}{2}$ by $2\frac{1}{2}$ in. Price 7/6 each.

CAMERA CASES.—Solid Cowhide Handstitched, 4/6. Waterproof Tan Canvas, 1/11.

Chemists 5/-

Public 7/6

For those who like endurance, with high efficiency and economy.



**CORONET MENISCUS
F.P. CAMERA**

The most attractive and reliable of all low-price Folding Pocket Cameras. Fitted with Meniscus Lens; Time and Instantaneous Shutter; Brilliant Reversible Viewfinder; 9-ft. and Infinity Catches. Aluminium body covered with Leather Cloth. Portrait attachment with each Camera. Fits all films size $3\frac{1}{2}$ by $2\frac{1}{2}$ in. Price, 15/6 each.

CAMERA CASES.—Solid Cowhide Handstitched, 4/6. Waterproof Tan Canvas, 1/11.

Chemists 10/4

Public 15/6

ALL MODELS FIT ANY MAKE OF FILM.

ALL MODELS MADE BY CORONET CAMERA CO., BIRMINGHAM.

POPULAR DEMAND IS HERE ANTICIPATED —— YOURS IS THE PROFIT

CAMERAS

**SUPPLY
EVERY
DEMAND**

For those who like speed of operation and good all-round efficiency.

For those who take a pride in taking pictures.

For those who want a really living record of the past.



CORONET AUTO-EXTENDING ACHROMATIC CAMERA

The Camera without an equal. Fitted with the very latest Automatic Opening and Extending Device; One-way Shutter; Achromatic Lens; Brilliant Reversible Viewfinder; and Leather Handle. Aluminium Body covered with Rexine Leather Cloth. Portrait attachment. Fits all films $3\frac{1}{2}$ by $2\frac{1}{2}$ in. Price, 21/- each.

CAMERA CASES.—Solid Cowhide Hand-stitched, 4/6. Waterproof Tan Canvas, 1/11.

Chemists 14/-

Public 21/-



CORONET ANASTIGMAT AUTO-EXTENDING F.P. CAMERA

A wonderful Camera. Fitted with automatic opening and extending device, which at the press of a button opens the Camera, extends the Bellows, and locks shutter in position ready for taking pictures. Fitted with Taylor-Hobson Anastigmat Lens; 3-speed Shutter; 1-25, 1-50, 1-100 sec.; Iris Diaphragm; Brilliant Reversible Viewfinder; 2 tripod Bushes and Leather Handle. Fits all makes of film $3\frac{1}{2}$ by $2\frac{1}{2}$ in. Fitted with Taylor-Hobson Anastigmat F7.7 Lens. Price, 33/- each. Fitted with Taylor-Hobson Anastigmat F6.3 Lens, Price, 42/- each.

CAMERA CASES.—Solid Cowhide Hand-stitched, 4/6. Waterproof Tan Canvas, 1/11.

Chemists 22/-

Public 33/-



CORONET CINE CAMERA

Made to fit standard 9.5 mm. film in the usual Motocamera containers. Fitted with British-made Anastigmat F3.9 Lens with Iris Diaphragm. British-made Clockwork Motor working at 16 frames per second. Daylight loading. Extremely simple to use. Fitted with Footage Indicator which shows amount of film exposed. All-metal case covered with embossed Rexine Leathercloth. Price, 55/- each. Solid Cowhide hand-stitched Velvet-lined Carrying Case—10/-.

Chemists 36/8 Public 55/-

CORONET PROJECTOR :—

Chemists 30/- Public 45/-

SEND A POST CARD FOR THE CATALOGUE.

SOLE DISTRIBUTORS to Chemists : THOS. CHRISTY & CO., Old Swan Lane, London, E.C.4.

**SOHO
PILOT**

A revolution in folding cameras. Cheaper than most box models, will do all that a box model will do, and also fold for the pocket. Practically unbreakable, keeps its polish—impervious to heat and damp. (Pictures $3\frac{1}{4}'' \times 2\frac{1}{4}''$ or 9×6 cm.) Price 15/-.

SOHO PILOT DOUBLET

Special model just introduced with superior finish and fitted with doublet lens. Price 20/-.

SOHO

From start to finish every Soho camera represents the highest expression of the camera maker's art. Generations of experience are behind the designing; the most modern equipment and a carefully trained and highly skilled technical staff ensure excellence of manufacture, and every instrument is carefully tested before leaving the factories. Soho Reflex cameras are generally admitted to be the best in the world.

Be sure to stock a representative range of Soho models against the season's demand. Full details of all cameras, liberal trade discounts, etc. from

SOHO Ltd., Soho Sq. London, W.1

**SOHO
CADET**

Has proved an outstanding success. Handsome in appearance, exceptionally sturdy in construction, unbreakable, practically unbreakable, reinforced bellows giving treble the life. It is an all-distance camera, no portrait attachment required. (Pictures $3\frac{1}{4}'' \times 2\frac{1}{4}''$ or 9×6 cm.) Price 25/-.

SOHO CADET DOUBLET

Similar to SOHO CADET but fitted with doublet lens and four diaphragms, greatly enlarging the scope of its work. Price 30/-.

WHY NOT ENQUIRE ABOUT OUR NEW

IDEAL SHOPFITTINGS ?

PHILIP JOSEPHS & SONS, LTD.

PHARMACEUTICAL SHOPFITTERS

90 & 92 St. John Street, Clerkenwell, LONDON, E.C.1

Telephone: CLERKENWELL 2191

Telegrams: JOSIPHIAH, SMITH, LONDON

"PHARMACY FITTERS FOR OVER A CENTURY"

TO ALL CHEMISTS
ON THE APPROVED LIST OF THE
**PHOTOGRAPHIC
DEALERS' ASSOCIATION**

Everything in Photographics

Special note. We carry
STOCKS of
“ENSIGN,” “SOHO” &
“CORONET” CAMERAS
“SELO” & “ENSIGN”
— FILMS —

Which can only be supplied to approved
Photographic Dealers.

*Please remember that all your
requirements may be obtained from*

John Thompson
(WHOLESALE
DRUGGISTS, 1921)
Ltd.
APPROVED PHOTOGRAPHIC DEALERS

27-35 DUKE ST.
LIVERPOOL

Telegrams :
“Drugs, Liverpool”

Telephones :
Royal 1434 (6 lines)

1/2 SLOT

Full Particulars Ready

1/2 SLOT

ROLL FILM AUTOMATIC MACHINES

TO
HOLD
36
FILMS
(Square
Pack)

75/-
EACH
Carr. paid



TO
HOLD
14
FILMS
(Square
Pack)

60/-
EACH
Carr. paid

ROLL FILM AUTOMATIC MACHINES

Decorated for “SELO,” “KODAK” or
“UNIVERSAL”

OLD TYPE
1/- SLOT AUTO. MACHINES
TAKEN IN PART EXCHANGE

*Full Particulars, Specifications and Illustrations
from—*

JOBLING, GLENNIE & CO.
52 Queen Victoria Street, LONDON, E.C.4

Sangers

LIMITED

are well placed to serve
the Chemists of England.

Prompt despatch by
experienced staffs from
Headquarters or Branches.

Send your orders where the
Chemist is considered before
everyone else.



258 EUSTON ROAD, LONDON, N.W.1

40-41 REDCLIFF STREET, BRISTOL

OLD INFIRMARY BUILDINGS, NEWCASTLE-ON-TYNE

M
B

WHOLESALE ONLY

DISPENSING
POISON
EMULSION
PERFUME
EMBROCATION
SAUCE and
FEEDING BOTTLES
JAM JARS
etc.

LAX & SHAW LTD

Three factories

ALBERT
CLARENCE
DONISTHORPE

ALBERT GLASS WORKS, HUNSEY, LEEDS

USE YOUR FILM MACHINE THIS SEASON

Films are now 1/2 per spool ! We can convert your 1/- machine to 1/2 movement. Our charge for complete conversion (which of course includes overhauling and repainting—virtually a new machine) is

31'6

We can't do it for less ; but isn't it worth while to you ?

Purchasers of Super-Automatic, J.G. and Retail Displays machines will be pleased to know that we are specialising in making the machines suitable for delivering 1/2 Roll Films.

There is no deposit.

You send us your machine ; we return it to you ready for service with the 1/2 mechanism.

Our only condition is C.O.D.—when the machine arrives at your address.

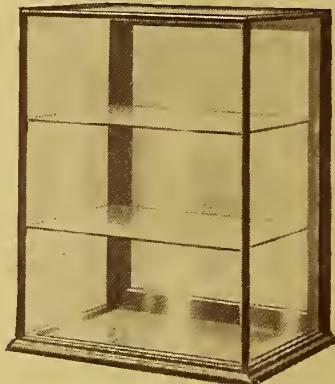
Our Address is :

**LATER UTILITY COMPANY,
VICTOR WORKS, MALDEN RD.,
CHEAM, SURREY**

We look forward to hearing from you



KING'S SPECIAL OFFER OF COUNTER SHOWCASES



No. H 2863. Useful counter showcase with oak or mahogany frame. First quality glass front, sides and top with hinged glass door at back. Interior fitted with two plate glass shelves, $\frac{1}{4}$ " thick, polished edges. Size overall :—

30 ins. high \times 24 ins. wide \times 18 ins. back to front
Price 59/6 each

No. H 71. A similar showcase to the above but size overall :—24 ins. high \times 15 ins. wide \times 15 ins. back to front.

Price 40/0 each

We shall be pleased to forward our catalogue of modern fixtures and fittings No. 1013 post free on application

J. C. KING LTD.

42-60 GOSWELL ROAD, LONDON, E.C.1
PHONES: CLERKENWELL 2316 (6 LINES)

Increase Your Developing and Printing Service.

Make use of our really useful series of D. & P. books, also our Printed Aids to Selling.
Interesting range of samples post free.

BURALL Bros. The Patent Label Factory,
WISBECH, CAMBS.

C. & D. Stock-Taking Sheets

Halve the Labour of Taking Stock.

Price of Complete Pad, 2/6 post free.

The Chemist & Druggist, 28, Essex St., London, W.C.2
Publications Dept.

Your D. & P.

delivered to schedule time.
Failure in this is fatal to your
reputation

SPEED WITH EXCELLENCE

Photopress Ltd.

10 Johnson's Ct., Fleet St., London, E.C.4

The line that never slumps!

A consistent seller for over 40 years

These days, it's the bread-and-butter lines that keep your profits up. Lines like MENE with an all-the-year-round sale that never slumps—well-known to the public for over 40 years, continuously advertised and British made in every particular. That's why Mene never stays long on the shelf and never becomes bad stock.

This year a wide-spread advertising campaign is being launched to win thousands of new customers for this superior quality hygiene. Keep your stocks well up — every additional customer will be a regular buyer, a source of increased turnover—and so, of larger PROFITS.

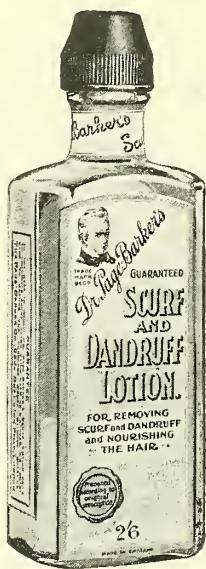
Attractive new Showcards and supplies of sample towels free on request. Price List and Terms with pleasure.

MENE TOWELS

ROBINSON & SONS LTD.

The first to incorporate the advantages of Cellulose Wadding in the composition of Sanitary Towels.

WHEAT BRIDGE MILLS, CHESTERFIELD. London Office: 168 Old St., E.C.1



Dr. Page-Barker's SCURF & DANDRUFF LOTION **2/-**

The Guaranteed Specific
for SCURF

Dr. PAGE-BARKER'S LOTION is known throughout the Trade as the one reliable specific for Scurf and Dandruff—which can be absolutely depended on and which can therefore be sold with every confidence. No matter how bad the case may be, **Page-Barker's will not fail.** A cast-iron guarantee with every bottle—that it will eradicate Scurf or the purchase price will be refunded without question. Shows you 80 per cent. profit on outlay.

PER 18/- DOZEN

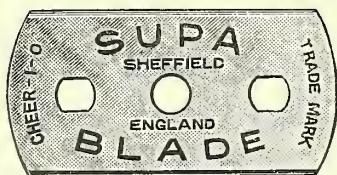
With every order for 3 dozen you get three
2/- bottles as bonus and attractive showcards

SHOWCARDS WITH EVERY ORDER. WRITE FOR EXPORT TERMS.

THOS. CHRISTY & CO., 4-12 OLD SWAN LANE, LONDON, E.C.4

SUPA CHEER-I-O BLADES

2^d
EACH



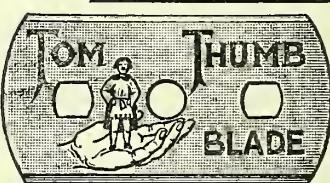
IN
THREE
PATTERNS



Manufactured by
THE WAFER RAZOR Co., Ltd.
EARSHAM STREET, SHEFFIELD

HANG IT UP AND LET IT SELL ITSELF

1 D.
Each
Retail
British Made



MADE BY
GEORGE IBBERSON & CO.
Razor Works, 146 West St., Sheffield

NURSE HARVEY'S MIXTURE

A safe, simple and reliable remedy for Children's Ailments is advertised so extensively in the daily and weekly Press as to bring mothers to the retailer without effort on his part.

The selling has been done before the mother reaches the chemist, and, having supplied her, it is only common sense to claim she will buy other family necessities from him. Moreover, the continuous demand for it produces a quick turnover.

For Direct Terms apply to—
OSCAR SCRUTON & CO., YORK

AYRTON, SAUNDERS & CO. LTD.

HANOVER STREET

LIVERPOOL, I
AND AT
DUBLIN

44/46 North Lotts (off Bachelor's Walk)

THE BEST OF THE PACKS OF MACLEAN FORMULA STOMACH POWDER AND TABLETS

MACLEAN FORMULA POWDER. Ayrton's compounding of this wonderful formula is particularly effective because of the utmost purity and fine quality of the ingredients and the uniformity of the compounding. Its presentation in a quiet, effective carton style accords with the high reputation which the House has for its packed specialities.

● RETAIL ...	7½d. (2 ozs.)	and	1/- (Double Size)
TRADE ...	Per dozen	6 dozen	Gross Lots
	Per dozen	4/-	3/10 3/9
MAY BE ASSORTED SIZES.			
	Per dozen	6/6	6/3 6/-

MACLEAN FORMULA TABLETS—Packed.

In unique red cellophane bags with designed top closure. One dozen in drop front display box. A vivid presentation.

● RETAIL (100 tablets) ...	10½d.	●
TRADE	Per dozen	6 dozen
Per dozen	6/-	@ 5/9

MACLEAN FORMULA TABLETS—In Bulk.

True Maclean Formula as described above

● RETAIL ...	6d. per oz.
TRADE	7 lbs.
Per lb. ...	3/- 2/11 2/10 2/9

Finely designed retail bags with each delivery.

Free Bag ...	50	100	200	400
--------------	----	-----	-----	-----

SHOWCARDS AND WINDOW BILLS

THE MERITS OF SELLING URODONAL FOR RHEUMATISM, GOUT SCIATICA AND GRAVEL

ARE

3/- 5/- & 12/-

1. The chemist is selling a preparation which has been endorsed by the leading medical men throughout the world as being the best scientific remedy for the above ailments.
2. He loses no dignity by recommending it against many of the useless and quack remedies on the market.
3. That Urodonal has received 21 GOLD MEDALS and highest awards for its excellence.
4. That the price is fully protected.
5. It is advertised in a consistent and effective manner both to the medical men and the public, and every effort is made to help the retail chemist.
6. All Urodonal bearing the name of the authorised agents "Spencer & Co" can be exchanged or returned at any time.

*Write to your wholesale house for information or direct to the
Sole Agents*



SPENCER & CO
20 QUEEN ST., HAMMERSMITH, LONDON, W.6

TELEPHONE: RIVERSIDE 1712

Reduced Prices for **FLY-TOX**

(Rex Liquid Insect Killer)

The Original and British Insecticide

NOW ONLY

1/6 the 8 oz., **2/3** the 16 oz., and **4/-** the 32 oz.,
also new **9d.** size and a new **1/6** Handsprayer.

Do not place orders for Insecticides until you have seen our representative or written for new terms and bonus with the details of advertising which will bring you new turnover and profit.

FLY-TOX (Rex Liquid Insect Killer) has been purchased by a new enterprising firm which has placed it right in the lead this year.

Send a postcard to—

RINGSLADE MFG. CO., LTD., Manufacturing Chemists, WOOD GREEN, LONDON.
Telephone: Bowes Park 2666.

This Showcard sent with every order, the books are in a compartment at the back. Show it and it will do the selling for you.

The 'HANDY' SOAP will sell quickly

Because

- 1 Hikers and all travellers by train or car will realise how convenient and hygienic these leaves are **AND BUY THEM**
- 2 They are first-class soap very pleasantly perfumed.
- 3 Attractively and forcefully presented.

4/- per dozen

Special Display Discount

6 doz. 7½% 12 doz. 10%

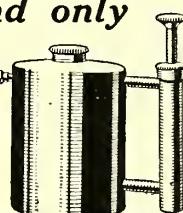
From all Wholesalers or direct from the Sole Manufacturers:

PAPIER POUDRÉ LTD.
46 Baker Street, LONDON, W.1

What YOU are looking for!
THE PREEMO HANDY SPRAY
RELIABLE, EFFICIENT AND LASTING
Used with one hand only

This is a beautiful, efficient and thoroughly practical spray. There are no rubber bulbs to perish or burst and no glass bottles to break, in fact nothing to get out of order. The Preemo Handy Spray can be used in many ways such as for spraying Setting Powder, or Face Lotion, Lavender, Cologne and Aftershavants as well as Flowers too may be sprayed with it. It is a reliable spray for your own use and one which you can recommend to your customers with every confidence.

NICKELLED CHROMIUM PLATED
8/- each 10/- each
Retail at 12/- Retail at 15/-

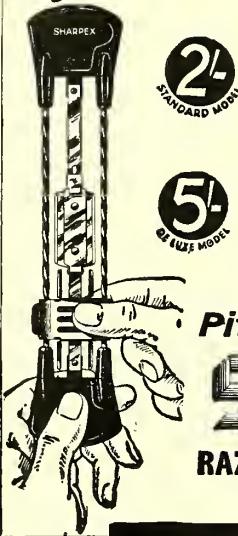


Prov. Patent No. 78033.

SILK'S TOILET Co., 8-9 Red Lion St., LONDON, W.C.1

EVERY MAN WHO SHAVES IS A PROSPECT!

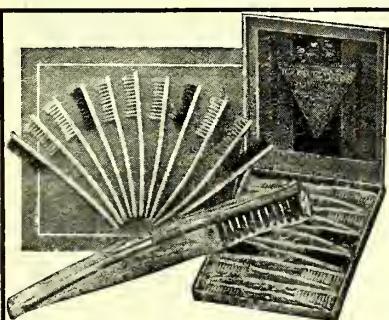
You will never find a better selling proposition than the Pifco SHARPEX Razor Blade Sharpener. It makes an instant appeal to every man who shaves himself. Demonstrate this wonderful instrument and let your customers see it. They will be interested. There is no instrument in the world as good as a Pifco SHARPEX. It is simple to use and there is nothing to break. Stock up today. Write for liberal trade terms from PIFCO LTD., High Street, MANCHESTER, or 150 Charing Cross Road, London, W.C.2, and all good class factors.



Pifco

SHARPEX

RAZOR BLADE SHARPENER



"STATIC"
Reg. No. 523,823
TOOTH BRUSH
BONEHANDLES
WHITE,
UNBLEACHED,
OR BLACK
BRISTLES
Names free on
6 doz. lots.
6/6 per doz.
From all wholesalers

MANUFACTURERS.

W.R. SPEER & SON, 215 Dalston Lane, E.8.
EST. 100 YEARS.



MARKETS ARE PEOPLE—THAT'S ALL

"You're wrong, Gaunt, my customers don't care about the Printing I send out."

That's a remark a fellow once made to me. So I replied, "No, perhaps not, and I don't suppose they worry about the kind of underwear you buy. Neither do they care if you shave yourself or let the barber do it. They don't care if you blow your soup cool, eat peas with a knife, or drink your tea out of a saucer. Of course they don't care. Why the deuce should they? They can always do business with somebody else." Evidently they did, too, but that's not a story to publish here. The kind of Printing that will be a credit to you and help to increase sales does not just "happen," and "any old thing" won't do. It is something which calls for a lot of careful thought. When I open my newspaper, and when I see the things some people are sending out as their printed representatives, I get absolutely fed up with listening to the same old tune, "Polly Wolly Doodle all the Day." Even our own trade have made a perfect blunder. They invent a slogan and tell the business man to "Print More—Sell More." I've never come across such bunkum. If they had told you to print more Wisely, it would have been a vastly different thing. That's why we find it useful to think of Printing in terms of Sales, Orders and Profits.

H. J. Gaunt
Service Dept.



WAIDE OF LEEDS

THOMAS WAIDE & SONS LTD. THE PRINTERS
KIRKSTALL ROAD LEEDS



CORNOL

BRAND

CORN REMOVER

This Display Stand, which is most attractively coloured, is a highly efficient silent salesman.

“CORNOL” CORN REMOVER displayed as shown above literally sells itself. The Stand is 17 ins. long and makes an imposing show, although taking up a very little room.

The “CORNOL” CORN REMOVER Display Stand adds tone and colour to your window, and the sales add greatly to your profits.

Take advantage of our

SPECIAL BONUS OFFER

3 dozen 1/3 "Cornol" Brand Corn Remover	Cost at 11/6	£1 14 6	Sells for	£2 5 0
1 dozen FREE	-	-	-	15 0
Less 5% One Month	-	-	1 9	-
		£1 12 9	£3 0 0	

You spend £1.12.9. You get back £3.0.0. That is £1.7.3. Clear Profit.

This means nearly 7d. Profit on every Bottle.

**THOMPSON & CAPPER WHOLESALE LTD.
MANESTY BUILDINGS, COLLEGE LANE, LIVERPOOL**

LUTON HAT DYES

BOTH SIZES IN ! BIG DEMAND !

Our Sales Increased by 47·71%.

last year, proving the hold these famous Hat Dyes have on the Public. They are backed by 50 years' reputation for excellence and millions of satisfied users will accept no substitute.

THE MILLINERY FORECAST
FOR 1933 INDICATES

**A Big
Straw Hat
Year**



so that you can order with every confidence. Both sizes are packed in smart cartons and

A SUITABLE BRUSH IS SUPPLIED WITH EVERY BOTTLE

The small 2 oz. size meets a new demand and opens up a fresh market. You will sell just as many as ever of the standard 4 oz. size.

EXPORT
SPECIAL TERMS AND
PRICES FOR EXPORT
Write for Catalogue

**Note our
Special
Discounts !**

5% for Cash in 7 days on all Orders. 2½% plus the 5% for Cash in 7 days on £4 Parcels. 5% plus the 5% or Cash in 7 days on £8 Parcels.

Do not stock inferior Dyes—push "LUTON" and retain the confidence of your Lady Customers. Each bottle in separate carton, complete with Brush, in the following colours, Dull or Glossy:—Black, Navy Blue, Brown, Nigger Brown, Dark Brown, Nut Brown, Burnt Straw, Royal Blue, Nattier Blue, Saxe Blue, Poppy, Purple, Royal Purple, Jade Green, Emerald Green, Heliotrope, Grey, Rust, Pink, Olive Green, Myrtle Green, Old Rose, Primrose, Ruby.

Any other shade can be matched or supplied.

Order today from :

WHITAKER & CO. (KENDAL) LTD. Dye Specialists, KENDAL, ENG.
MAKERS OF AURORAL COLD WATER DYES. WINNER HOME & WINNER STOCKING DYES, VELT, &c.



Reduced Facsimile
of Artistic Carton **SMALL
SIZE**

Price - - 7/6 per dozen
Retail (P.A.T.A.) 10d. per bott.



Reduced Facsimile
of Artistic Carton
in Colours.

Price - - 12/- per dozen
Retail (P.A.T.A.) - 1/4 per bottle

POTTER'S

Catarrh

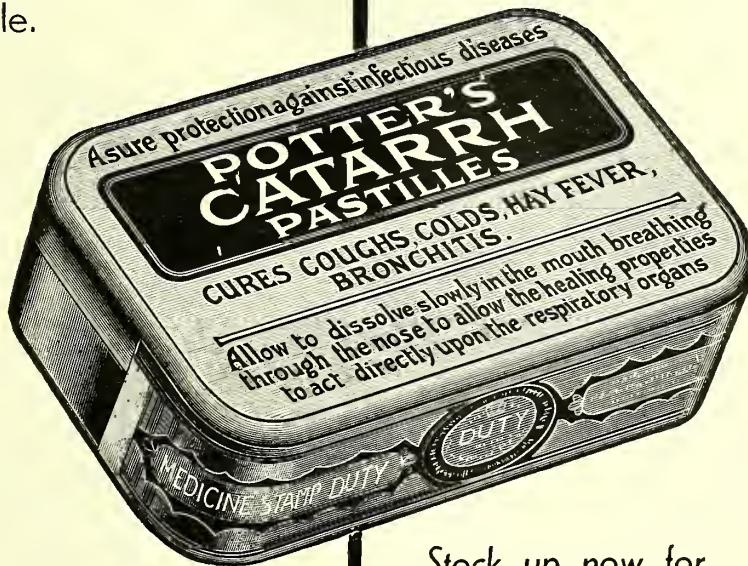
Pastilles

The well-known remedy for all bronchial complaints.

National advertising and unvarying quality ensure a constant sale.

P.A.T.A. 1/3 11/- doz.

IN BOXES OF $\frac{1}{2}$ DOZENS



Stock up now for
"all-the-year-round" sales

POTTER & CLARKE LTD

60-64 ARTILLERY LANE, LONDON, E.1

Phone: Bishopsgate 4761 (5 lines) Grams: Horehound, Phone, London

MANCHESTER: 24 LUNA ST., GREAT ANCOATS

SASSO OLIVE OIL

The Standard of Quality



YOUR OLIVE OIL SALES

WHY IS SASSO THE BEST SELLING OLIVE OIL IN THE WORLD?

WHAT PARTICULARLY HAS CAUSED SASSO TO BE THE WORLD'S PREDOMINANT BRAND OF OLIVE OIL?

HOW CAN YOU PROFIT FROM THE LARGE UNSEARCHED MARKET FOR OLIVE OIL?

Because the proprietors have made the production of finest Olive Oil their sole business for over a century.

Rigorous standardisation of quality. Perfect presentation. Controlled retail profit.

By following SASSO'S example and selling only the best, confident that its quality will speedily bring increasing repeat business, both from your regular customers and from those that are recommended to it.

WRITE FOR SAMPLE AND PRICE LIST.

Producers :

P. SASSO & FIGLI

Oneglia, Italy.

Sole distributors for the United Kingdom :

Fredk. Boehm Ltd.,
17 Jewry Street, London, E.C.3.



Easy to sell — Easy to use

'TABLOID' Photographic Chemicals, by reason of their economy and convenience, have already transformed hundreds of casual photographers into enthusiastic and successful workers, and, incidentally, into very desirable customers.

'TABLOID' Photographic Chemicals make an effective display.

Packings are compact and easy to handle.

No danger of deterioration of stock.

TRADE MARK **'TABLOID'** BRAND
PHOTOGRAPHIC CHEMICALS

ABRIDGED LIST—

TRADE 'TABLOID' BRAND	Per doz. cartons
TRADE 'Rytol' MARK Developer	16/4
TRADE 'Tancol' MARK Developer	16/4
Metol-Quinol and other Developers	16/4
Chromium Intensifier	10/10
Toners. Sepia, Blue, Brown, Green	21 9
Desensitiser	16/4

See that your stocks
are adequate
for Easter



Reduced facsimiles

London Prices to the Trade (Subject)



BURROUGHS WELLCOME & CO.
LONDON

A Protective Measure in Epidemics

Radiostoleum, the product through the medium of which the protective action of Vitamin A was established, provides a valuable safeguard against epidemics, such as influenza. Even when infection has supervened, it maintains the patient's resistance to overcome the attack.

Radiostoleum is being extensively advertised in the medical press, and pharmacists will do well to co-operate in the profitable business thus created.

Literature on request

RADIOSTOLEUM

Details of the modes of issue and the prices of Radiostoleum appear in the Medical Products Section of our quarterly price list

THE BRITISH DRUG HOUSES LTD.
LONDON, N.1



THE CHEMIST AND DRUGGIST

A Weekly Journal of Pharmacy, the Drug, Chemical and Allied Trades

*The official organ of The Pharmaceutical Society of Ireland,
The Chemists' and Druggists' Society of Ireland, and of
other Chemists' Societies in Overseas Dominions*

PUBLISHED AT

28 ESSEX STREET, STRAND, LONDON, W.C.2

Telegrams: "Chemicus, Strand, London" Telephone: Central 6565 (8 lines)

BRANCH OFFICES

4 CANNON STREET, MANCHESTER (TEL.: BLACKFRIARS 3052)
19 WATERLOO STREET, GLASGOW (TEL.: CENTRAL 2329)
155 AVENUE DE WAGRAM, PARIS, XVII^e (TEL.: GALVANI 19-79) 54 FOSTER'S BUILDINGS, HIGH STREET, SHEFFIELD (TEL.: E2458)
99 QUEEN STREET, MELBOURNE, AUSTRALIA

VOL. 118. NO. 2773

CONTENTS

PAGE	PAGE
Association Meetings 354	Editorial Articles:
Books, New 370	Photographic Trade
British Pharmaceutical Conference 357	Regulations 361
Business Changes ... 359	Electrolytic Manufacture of Hypo 369
Coming Events 353	Festivities 355
Correspondence:	General Medical Council 349
Letters 375	Information Department 360
Miscellaneous Inquiries 376	Insurance Act Dispensing 349
Deaths 359	Irish Notes 347
Developing and Printing Problems 367	Legal Reports 348
Dispensing Solutions 352	

PAGE	PAGE
Marriages 359	National Pharmaceutical Union 355
National Pharmaceutical Union 355	New Companies and Company News 348
New Companies and Company News 348	News of the Week ... 345
News of the Week ... 345	Personalities 357
Personalities 357	Pharmaceutical Society of Great Britain:
"Sell More" Campaign 369	Evening Meeting 356
Sterilisation in Hospitals 353	Pharmacy and Poisons Bill 350
Twenty-one Years ... 351	PHOTOGRAPHIC NOTES 362
Topical Reflections ... 347	
Trade Marks 358	
Trade Notes 358	
Trade Report 371	

APRIL 1, 1933

PAGE	PAGE
Protection for D. and P. 367	P. 367
Retrospect 376	Scottish Notes 347
Scottish Notes 347	"Sell More" Campaign 369
"Sell More" Campaign 369	Sterilisation in Hospitals 353
Sterilisation in Hospitals 353	Twenty-one Years ... 351
Twenty-one Years ... 351	Topical Reflections ... 347
Topical Reflections ... 347	Trade Marks 358
Trade Marks 358	Trade Notes 358
Trade Notes 358	Trade Report 371

News of the Week

Pharmacy and Poisons Bill

The Pharmacy and Poisons Bill was read a third time in the House of Lords on March 23. The only changes made were drafting amendments, designed, as the Earl of Lucan remarked, to make the Bill "grammatically perfect." They consisted of the substitution of "do" for "does" in lines 8, 10 and 13 of p. 27 of the Bill (Clause 26 (a) (b) and (c)), and of the replacement of "in their number" by "among its members" in line 15 of p. 33 (Second Schedule, 8). The Bill was read a first time in the House of Commons on March 28, and was put down for second reading on April 3.

Ideal Home Exhibition

The "Daily Mail" Ideal Home Exhibition, 1933, which opened at Olympia, London, W.14, on March 29 and closes on April 29, can give points to most, and probably all, exhibitions held in the same building by reason of its tasteful colour scheme and the number of its popular attractions. The most obvious "scoop," perhaps, is the series of panels by Mr. Frank Brangwyn, originally intended for the Royal Gallery of the House of Lords; the majority of pharmacists, however, will want to visit first the "Rooms of the Scientists," a set illustrating with sufficient accuracy the conditions in which Newton, Faraday, Darwin, Lister and other men of science worked. Some personal relics are also shown. So far as the stands are concerned, toilet goods are of predominant interest to the drug trade; the exhibitors in this section include E. N. BROMAGE & CO., GLADYS COOPER'S BEAUTY PREPARATIONS (LONDON), JOHN DEW, LTD., THE DUBARRY PERFUMERY CO., LTD., THE FLOROGEM WORKS, GILLETTE INDUSTRIES, LTD., KEENE'S LABORATORIES, KOLYNOS (SALES), LTD., W. LEVENE, MACLEANS, LTD., CHARLES MIDGLEY, LTD., THE OATINE

CO., PALMYRA LABORATORIES (LIVERPOOL), LTD., MRS. POMEROY, LTD., POTTER & MOORE, LTD., THE SCHOLL MANUFACTURING CO., LTD., SILK'S TOILET CO. In various parts of the Exhibition will also be found other well-known houses, among whom we noticed ALLWOOD BROTHERS; AGFA, LTD.; ARMOUR & CO., LTD.; CINEX, LTD.; THE CLAROCIT CO., LTD.; THE CROMESSOL CO.; THE GENERAL ELECTRIC CO., LTD.; C. R. HARKER, STAGG & MORGAN (branch of NATIONAL DRUG INDUSTRIES, LTD.); NEWBALL & MASON, LTD.; PREMO BRUSHES, LTD.; L. ROSE & CO., LTD.; A. F. SHERLEY & CO., LTD.; SPRATT'S PATENT, LTD.; VITAMINS, LTD.; A. WANDER, LTD.

A Link with the Brontë Family

Among the Brontë relics offered for sale by auction at Hodgson's, Chancery Lane, London, W.C.1, on March 30 and 31 is a manuscript story (a youthful effort) in the handwriting of Charlotte Brontë. The "book," like the calligraphy, is almost microscopic in its dimensions, measuring about 2 in. by 1½ in.; its chief interest for pharmacy lies in the fact that its cover consists of dark blue paper (approximately 4 in. by 3 in.) printed on one side with an oblong frame enclosing a label for Epsom salts, with the name of J. West, chemist and druggist, Keighley. We learn that Mr. West carried on business at Keighley till his death in 1869, when he was succeeded by his son, Mr. Dawson West, then only sixteen years of age. Mr. Dawson West had two qualified sons, one of whom, Mr. Tom E. West, is now the proprietor of the business.

Nursing Exhibition

The twenty-third annual Nursing, Midwifery and Hospitals Exhibition and Conference opened at the New Horticultural Hall, Westminster, London, S.W.1, on

March 27, and closes on March 31. A full programme of discussions on subjects related to nursing was arranged. Among the exhibitors are ALLEN & HANBURY'S, LTD., BAILLIÈRE, TINDALL & COX, BEMAX SALES, LTD., BENGUE & CO., LTD., BISODOL, LTD., BRAND & CO., LTD., BRISTOL MYERS CO., LTD., CADBURY BROTHERS, LTD., THE CROOKES LABORATORIES, H. E. CURTIS & SONS, COW & GATE, LTD., CONTINENTAL LABORATORIES, LTD., DENVER CHEMICAL MANUFACTURING CO., FASSETT & JOHNSON, LTD., D. & W. GIBBS, LTD., GLAXO, HARPIC MANUFACTURING CO., J. G. INGRAM & SON, LTD., INTERNATIONAL CHEMICAL CO., LTD., KEENE'S LABORATORIES, LTD., KOLYNOS, INC., H. K. LEWIS & CO., LTD., MILTON PROPRIETARY, LTD., MOND STAFFORDSHIRE REFINING CO., LTD., PEARSON'S ANTI-SEPTIC CO., LTD., PETROLAGAR, LTD., PREMO BRUSHES, LTD., PRUNOL PRODUCTS, LTD., W. J. RENDELL, LTD., SAVORY & MOORE (1928), LTD., SCHOLL MANUFACTURING CO., LTD., SCOTT & TURNER, LTD., SISTER LAURA'S INFANT & INVALID FOOD CO., LTD., TEMMLER CHEMICAL WORKS, VINOLIA CO., LTD., VITMAR, LTD., WILCOX, JOZEAU & CO., WRIGHT, LAYMAN & UMLEY, LTD.

Contracts

The following tenders have been accepted by the bodies named:—

Barnsley Public Assistance Committee.—Reynolds & Branson, Ltd., Leeds, drugs.

Boston Town Council.—Hurst, Son & Page, Ltd., chemists, drugs, etc.

Bridlington Town Council.—Mr. F. S. Holt, chemist and druggist, drugs, etc.

Faversham Rural Council.—Mr. E. Withers, chemist and druggist, drugs, etc.

Liverpool

It is understood that the Birkenhead and Wirral Pharmacists' Association have decided on Belle Vue Gardens, Manchester, as the venue of their annual trip this year.

On inquiry regarding the condition of Mr. A. Elder, Ph.C., Prenton, Birkenhead, who is lying seriously ill at his residence, our representative was informed that he had a relapse last week-end, but rallied later.

Manchester

A party of some forty students from the Manchester University School of Pharmacy visited the manufacturing laboratories and works of Evans Sons Lescher & Webb, Ltd., of Liverpool, on March 8. The students enjoyed an interesting tour over the works, in which they gained much valuable first-hand information of the large-scale manufacture of galenical and other preparations. Mr. P. Lescher (director), in welcoming the students at a generous tea provided by the firm, emphasised the importance of close co-operation between the retailer and the manufacturer, especially as regards the newer developments in biological pharmacy. Mr. Sendall (director), in endorsing this welcome to the students, pointed out that while the future of pharmacy might rest with the biological developments, its present position and its position for the next few years would depend largely on the advance in the more conservative aspect of galenical manufacture. A cordial vote of thanks to the directors was proposed by Mr. Prescott.

The Brighter Homes Exhibition was opened in the City Hall, on March 17, by Miss Jessie Matthews, and will be kept open until April 8. A swift review of the exhibits indicates that toilet accessories are an important part of the "brighter home," for there are quite a number of perfumery firms with attractive displays. Bromage's True-Flower perfumes are shown by E. N. Bromage & Co., and the Razor-Smile shaving soap is allied with an exhibit of Four-Edge, Lix and Lox safety razors. The Butywax Co. are displaying and demonstrating Butil, the popular Wavesetter caps, the Buty mirror and depilator. Bath Colognes and toilet waters are the specialties of G. Lemoine, Ltd., and the Palmyra floral perfumes (in distinctive tulip-shaped bottles) are shown by Palmyra Laboratories (Liverpool), Ltd. Features on the

Dembros stand are Dembros Tenderfoot cream, hand cream and embrocation cream. Housewives and motorists alike will be interested in Clarocit, while the Cow & Gate milk food preparations are very well in evidence, the favourite for general use appearing to be the Cow & Gate chocolate milk, and the easy mixing of Peptalac gives it a pull among predigested foods. Among disinfectants of the spray variety Cromessol floral series is well put forward, and the Hygenol pine sprays are likewise shown. At a working demonstration of Oriental hand-made gold wire jewellery one came across, as a side-line, "Exclusive Hindu Perfumery" from the East. The Anti-Thrax tooth-brush (complete with £500 guarantee) is exhibited by W. Levene, and (by arrangement with the "Sanitas" Co., Ltd.) a purchaser of an Anti-Thrax brush is presented with a sample bottle of "Sanitas" mouth wash.

Sheffield

It is the intention of the local authorities to advertise the city by holding a "Sheffield Week." The date suggested is during the month of June.

Mr. J. E. Crowe, chemist and druggist (Sheffield Pharmacies, Ltd.) has been elected secretary of the local branch of the Photographic Dealers' Association.

Miscellaneous

POISON-LICENCE APPLICATION.—Mr. F. S. Whiteman, ironmonger, Wallingford, has applied to the local authority for a licence to sell agricultural and horticultural poisons.

DANGEROUS DRUGS ACTS.—At Marylebone Police Court, London, on March 27, Dr. R. L. Miller, Pembridge Villas, W.11, was fined £10, with £5 5s. costs, on each of two summonses, for being in unauthorised possession of 23 gr. of morphine sulphate.

EXPLOSION AT WORKS.—As we go to press we learn that early on the morning of March 30 an explosion took place at the Mitcham works of W. J. Bush & Co., Ltd. It is stated that many windows were smashed in the locality, and that several persons were injured.

LONG SERVICE AWARDS.—The following presentations have been made recently to commemorate the completion of 21 years' service with Burroughs, Wellcome & Co. at the Wellcome Chemical Works, Dartford:—Mr. Rd. F. Bland, a silver watch; Mr. A. F. Lloyd, a silver watch; Mr. E. H. Hartley, a mahogany chiming clock.

IMPROVEMENTS AND ASSESSMENTS.—The importance of rating authorities giving an assurance that they would not increase traders' assessments during the next year if the latter, in order to comply with the injunction "Spend now and provide work," undertook shop improvements was emphasised at a recent meeting of the Union Street Traders' Association at Plymouth.

HEALTH COMMITTEE'S PROTEST.—At a recent meeting of the Brentford and Chiswick health committee, attention was drawn to the fact that a proprietary medicine in the nature of an aperient was being distributed from door to door in the district and was thereby liable to come into the hands of children. The committee was informed that the medicine has a pleasant flavour and may induce illness if consumed by children in abnormal quantities. The medical officer of health was instructed to communicate with the firm concerned protesting against the method used for the distribution of the specific in question.

PLASTICS INDUSTRIAL EXHIBITION.—The Society of Chemical Industry, in conjunction with the British Plastic Moulding Trade Association and the Department of Scientific and Industrial Research, has made arrangements for a Plastics Industrial Exhibition in the Science Museum, South Kensington, London, S.W. This exhibition, the first of its kind, will be opened by Lord Irwin on April 5. Throughout the exhibition, which is to last several months, there will be a series of lectures given by experts in the industry. The first of these is by Mr. H. V. Potter, chairman of the plastics group of the Society of Chemical Industry, on April 12, whose title is "Plastics and what they are."

Irish Notes

Brevities

Mr. W. R. McNabb, Ph.C., is opening a pharmacy at 17 Market Street, Lurgan.

Mr. T. M. Wright, Ph.C., Aughnacloy, has opened a branch pharmacy at Irvinestown.

Much sympathy has been extended to Mr. David Warwick, M.C.P.S.I., on the death of his father.

At the Irish Kennel Club's show held at Ballsbridge, Dublin, on March 17, Mr. T. W. Corcoran, M.P.S.I., won three first prizes with his Irish wolfhound "Thomond."

Pharmacists throughout the Free State took a prominent part in the recent Irish Week shopping competitions and schemes, and many had attractively dressed windows.

Belfast

Mr. Alex. Dundee, Ph.C., has resigned his seat as a member of the Belfast Board of Guardians for Dock ward.

Mr. Hugh McGalliard, Ph.C., has taken over the pharmacy of Mr. W. J. Busby, jun., Ph.C., 137 Antrim Road, Belfast.

The use of the Electrolethalizer, an electrical apparatus for stunning animals, was inaugurated at the Belfast abattoir, on March 23, by the Lord Mayor of Belfast. Mr. Fred Storey, Ph.C., who is agent for this apparatus, presented inkstands to the Lord Mayor and the chairman of the Markets Committee as souvenirs of the occasion.

At the annual meeting of the Belfast Wholesale Merchants' and Manufacturers' Association on March 21 Mr. Fred Storey was appointed senior vice-president, and in due course will be called to the presidential chair. Representatives of the drug trade appointed on the Committee were Messrs. A. M. Gamble (Shaw & Jamison, Ltd.), George Wilson, J.P. (Wilson, Jordan & Alexander, Ltd.), H. R. Haslett (J. & J. Haslett, Ltd.), and Sir Thomas McMullan (Thos. McMullan & Co., Ltd.).

At Belfast Police Court, on March 27, Mr. George Kirk, Ph.C., Newtowards Road, was prosecuted for having sold a mixture (No. 41 in the Belfast Hospitals Pharmacopoeia) certified by the city analyst to be deficient in potassium iodide by 11.4 per cent. Mr. Gabriel Kirk, brother of the defendant, suggested deliquescence as the explanation, and Mr. W. Anderson, who appeared for the defence, said his client had not been convicted previously. A fine of £3, with costs, was imposed.

The chemistry and pharmacy students of the Municipal College of Technology, Belfast, held their annual dance on St. Patrick's night. There was a very large attendance. Amongst those present were the principal (Mr. Earls) and Mrs. Earls, Mr. R. I. Edwards (president of the Pharmaceutical Society of Northern Ireland) and Mrs. Edwards, Professor Wren and Mrs. Wren, Mr. F. Storey (president of the Chemists' and Druggists' Society of Ireland), Dr. Still, Dr. Musket, and Mr. D. L. Kirkpatrick (secretary of the Pharmaceutical Society of N. Ireland). Mrs. Wren and Mrs. Musket acted as hostesses, and the committee in charge of the arrangements included the Misses Stanfield and Forrest, Messrs. Reid, Young, Rodgers, Shaw, Loftus and White, with Mr. G. L. Millar as secretary, Mr. Crawford as treasurer. During the evening spot dance prizes were presented to the lucky winners by Mrs. Wren. Dancing continued until 2 a.m.

Scottish Notes

Brevities

Mr. Lindsay Robertson has been appointed Eastern Scottish representative for Johnson & Johnson (Great Britain), Ltd., Slough.

J. & J. Kent, Ltd., Parkhead Grain Mills, Glasgow, E.R., have given notice of application for a licence to sell agricultural and horticultural poisons.

Chas. Zimmermann & Co. (Chemicals), Ltd., 9 and 10 St. Mary-at-Hill, London, E.C.3, inform us that their essential oils and synthetic chemicals department has opened a dépôt to serve the whole of Scotland at 45 Carrick Street, Glasgow, with Mr. L. Robertson as their representative.

Topical Reflections

By Xrayser

Dinners and Dances,

together with other festivities, seem to be engrossing the major portion of our attention at the present time, but that is to be accounted for by the fact that the end of the winter session approaches. The session as a whole may be considered to have been a busy and not unprofitable one, but it seems to me that a minimum of attention has been devoted to what may shortly be the main topic of conversation wherever pharmacists meet. With the Pharmacy and Poisons Bill already through the House of Lords, there may be little enough time left for interference with its progress. Moreover, we have yet to learn that there is anyone disposed to take any steps to oppose the Bill in the House of Commons. If the Pharmaceutical Council election is to be a contested one this year, we should be able to gather from expressions of the views of attacking candidates whether or not there is a prospect of organised opposition within the ranks of pharmacy, and what may be the strength of such opposition. It is interesting to note the views expressed by the "Solicitors' Journal" (C. & D., March 25, p. 309); but those do not make sufficient allowance for the dropping of all opposition by our chief representative bodies, or for the very important fact that, as we have been given clearly to understand, the Government would not be prepared to provide facilities for the passing of the first part of the Bill unless one of its own departments was insistent upon securing the passing of the second and third parts

of the measure. If the passing of the Bill is to be counted as one in favour of the Pharmaceutical Society, there is no getting away from the fact that it will count for at least two in favour of the Government department concerned. And this ought to make British pharmacists give serious thought to what is happening.

Young Men's Suggestions

are so often of value in business that I should hope the experience of one of your correspondents (p. 343) is not nowadays to be regarded as other than an isolated instance. It may be, of course, that there was nothing absolutely original or particularly novel in the ideas which "Youngun" advanced at the meeting to which he refers. But even in that case, the occasion was obviously one for encouraging a young man who had managed to summon sufficient pluck to talk in the presence of his elders, and who possibly might be expected to become a person of enhanced importance in due course. There are different ways of conveying to one in his novitiate that ideas which are new to him are lacking in originality, or in some other way unsuitable for adoption, and older men of greater discernment than those who poured cold water upon the ideas mooted by "Youngun" would have taken care to compliment him at least upon his initiative. He ought to have been allowed to leave the meeting feeling pleased with his reception, and I trust he does not intend to let his future course be unduly influenced by what happened to him.

Legal Reports

Injunction.—In the Chancery Division of the High Court, London, on March 28, Newton, Chambers & Co., Ltd., Thorncliffe, Sheffield, were granted an injunction restraining the Neptune Waterproof Paper Co., Ltd., from infringing their trade mark "Izal" in connection with toilet rolls. Mr. Justice Bennett declined to grant an injunction restraining passing off.

Illegal Sale of Poison.—In Kingston County Court, on March 24, the Council of the Pharmaceutical Society sued to recover a penalty of £5 from Miss Harvey, proprietress of a drug store in Richmond Road. It was stated that the defendant sold a tin of Potter's Asthma Cure. Mr. Quarrell said the defendant had filed an admission of the offence. Evidence of purchase was given, and Mr. Charles Corfield, B.Sc., Ph.C., said the preparation handed to him contained stramonium and lobelia. Mr. Quarrell asked for £2 2s. costs for the attendance of Mr. Corfield, £2 2s. for a qualifying fee, and 10s. 6d. each for the other two witnesses. The registrar said he would allow £4 4s. witnesses' fees, the other costs to be assessed, and would order the defendant to pay the £5 penalty at 30s. a month.

Injunction Against Passing Off.—In the Chancery Division of the High Court, London, on March 28, before Mr. Justice Luxmoore, Mr. Tookey, appearing for the plaintiffs in the action Aspro, Ltd., v. Horsenail, moved for judgment against the defendant in default of defence. Mr. Tookey said this was a case in which the defendant sold medicinal preparations and helped his business by making reference to Aspro. The allegation was that defendant had infringed the plaintiffs' trade mark "Aspro," and had passed off goods not of their manufacture by the use of the name. His lordship said that this was the case in which he refused an interlocutory application for an injunction to restrain infringement of trade mark. A week later the same point came before Mr. Justice Bennett in another case, and he also refused to grant an injunction. That case went to the Court of Appeal (*C. & D.*, February 18, p. 168). Mr. Tookey: The Court of Appeal expressed some doubt as to whether there was infringement of trade mark by use of the phrase "Substitute for Yeast-Vite." In the present case the form of relief asked for had been altered, in accordance with the view expressed by the Court of Appeal. His lordship observed that the defendant in the present case was describing pills as a substitute for Aspro. That did not look in any sense like passing off or infringement of trade mark. Mr. Tookey said the evidence was that the defendant's assistant was asked for "a sixpenny Aspro." She replied, "Aspro, yes," and filled up a box with pills which were not manufactured by the plaintiffs. His lordship asked how it could be said that offering something as a substitute for Aspro was passing off. Mr. Tookey: It makes it easy to step over the line, and we have evidence that defendant did just step over it. His Lordship: If he says "These tablets are better than Aspro or a substitute for Aspro," is that passing off? Mr. Tookey: Yes. He could have said "These are not aspirin tablets." He advertises substitutes for proprietary articles, and among them is Aspro. His lordship said it was unfortunate that defendant was not present. At the moment he did not see any infringement of trade mark. However, the defendant had not put in a defence, and so far as passing off was concerned the plaintiffs were entitled to the order asked for, but he would not grant anything else. The defendant must pay the costs, and there would be an inquiry as to damages. The costs to be paid by the defendant would be other than those relating to the alleged infringement of trade mark.

Company News

WRIGHT, LAYMAN & UMLEY (1932), LTD.—The report of the directors for the year ended December 31, 1932, shows that the first year's trading of the new company has been very satisfactory. The accounts show that, after providing for managing directors' salaries and salaries of other directors, staff bonus, pensions, bad debts and depreciations, there is a trading profit of £52,790 19s. 6d. From this amount the following appropriations have been made:—Directors' fees, £1,200; reserve for income-tax, £11,288 15s. 10d.; interest on preference share instalments paid in advance, £201 11s.; dividends paid to December 31, 1932, at the rate of fourpence per share on the preference shares for the period to September 30, 1932, £4,666 13s. 4d.; interim dividend at the rate of 2½ per cent. on the ordinary shares, £1,500; reserve for quarter's dividend to December 31, 1932, on the preference shares, £4,900, leaving a balance of £29,033 19s. 4d. The directors recommend that this amount be apportioned as follows:—Final dividend at the rate of 7½ per cent. on the ordinary shares, £4,500 (making ten per cent. for the period since the incorporation of the company); transfer to reserve fund, £17,500; balance carried forward, £7,033 19s. 4d. One director, Mr. E. B. Layman, retires by rotation, and offers himself for re-election. The first annual general meeting will be held at 46, Southwark Street, London, S.E.1, on Friday, April 7, 1933, at 2.45 p.m.

SOUTHALL BROTHERS & BARCLAY, LTD.—The thirty-sixth ordinary general meeting of the shareholders was held at the Chamber of Commerce, New Street, Birmingham, on Monday, March 27, 1933. Mr. Thomas Barclay (chairman and managing director) presided. Following on the formal submission of the directors' report and balance sheet (*C. & D.*, March 11, p. 251), the chairman, after reviewing the accounts and the recommendations of the directors as to the appropriation of the profits totalling to the record amount of £75,052, with £27,393 brought forward from the previous year, making a total for distribution of £102,446, referred to the purchase of new warehouse accommodation in Birmingham. Continuing, the chairman said: One-fourth of the present year has already gone without discouragement; for the remainder visibility is good, but business is more difficult to find. What we have we shall not lightly yield; hence the nucleus of an advertising reserve, which may be used if called upon without detriment to our profits. The portrait you kindly promised me last year has been recently commenced, but is not yet complete. Because it is painted by a famous artist some of the shareholders may be interested in seeing it, so I hope it will be at the annual meeting in 1934. The excessive liquidity of our assets, in cash and investments, amounting to £470,980, has led us to recommend the redemption of the preference shares and the payment of a gift of 5s., or 25 per cent., per share, tax free, to the holders. The market price of the ordinary shares is now rather heavy, and the subdivision of the £1 shares into four of 5s. each is recommended. It now remains to thank all those who serve the company, in whatever capacity their duty lies. After this meeting each employee will receive a week's wages. It has been customary to pay that for a number of years. The majority use it for the purposes of a holiday, and it is very much appreciated. The resolution was seconded by Mr. E. W. Mann and unanimously agreed to. Mr. J. I. M. Barclay was re-elected a director. Mr. C. J. L. Hickling proposed a hearty vote of thanks to the chairman and directors for their able management of the affairs of the company. This was seconded by Mr. E. G. Eddy, who said that the main essentials for a chairman of directors were that he should have courage and foresight and the good will of all with whom he worked. Mr. Barclay had courage and foresight when he commenced at the Saltley mills many years ago, and he had created an enormous amount of good will: otherwise the success of the concern could not have been accomplished. The vote was carried with acclamation. At special meetings of each class of shareholders subsequently held the financial proposals outlined in the chairman's speech were approved.

General Medical Council

THE Executive Committee of the General Medical Council held its winter sitting recently, Sir Norman Walker (president) in the chair.

RESTORATIONS

The registrar reported that the names of the undermentioned persons had been restored to the Medical Register:—

Anderson, Florence M. (I).	Davies, Thomas H. R.
Beard, William E. H. (S.).	Frischmann, Paul (For.).
Brody, Hyman P.	Henry, David C. (S.).
Cezair, Hubert E. C. (S.).	Toombs, Herbert G.
Connor, John (I).	Welch, Harvey H. V.

THEFTS FROM MOTOR-CARS

The following letter, dated February 17, was received from New Scotland Yard, S.W.1:—

I am directed by the Commissioner of Police of the Metropolis to inform you that his attention has been called to the number of thefts and losses of cases containing dangerous drugs, serums and bacteria from motor-cars left unattended by doctors in the Metropolitan area and particularly in the neighbourhood of Harley Street.

The general question of thefts from standing motor-cars has already been referred to by the B.B.C. and in the Press at the Commissioner's request, and the attention of the public has been drawn to the risk of leaving removable articles unprotected in this way—frequently without even locking the car. But in the case of dangerous drugs, bacteria, etc., the matter is not—as in ordinary cases—merely one of making crime easy and putting avoidable work on to the police, and the special importance of taking all possible precautions to prevent articles of this kind from getting into the hands of ignorant persons is sufficiently obvious.

I am therefore to ask whether your Council would be good enough to consider the possibility of drawing the attention of the profession to this matter. . . .

It was resolved that a copy of the letter be sent to the medical journals for publication.

BRITISH PHARMACOPEIA

A series of questions regarding the publication of the British Pharmacopœia and the position with regard to copyright in the book had been submitted to Mr. G. J. MacGillivray as a case for counsel's opinion. The most interesting passages in the opinion are as follows:—

"1. . . . In my opinion there is no half-way house between publication and the issue of a limited number of copies confidentially to a limited class of persons. In my opinion the issue of advance copies to all pharmacists or even to all manufacturing chemists in the United Kingdom would necessarily amount to publication, and although such issue would not in any way endanger the existence of the copyright, it would not achieve the object of giving the pharmacists or manufacturing chemists the information they want three months before the new Pharmacopœia becomes operative, because the effect of the distribution would be that it would become operative at once."

"2. In my opinion the Council has no authority to fix or specify a date later than publication before which the new formulas shall not come into force."

"3. In my opinion copyright under the Copyright Act, 1911, vests in any revised edition of the Pharmacopœia as from the date of its compilation. Subject to the provision of the Medical Council Act, 1862, the authors are the owners of the copyright. The authors are the members of the Pharmacopœia Committee. . . . The Medical Council Act, 1862, creates a special property in the Pharmacopœia, i.e., the exclusive right of publishing, printing and selling it, a right which as regards "selling" is a more extensive right than copyright under the Copyright Act, 1911. This right is vested in the General Council, and, in my opinion, it vests as from the date of compilation, and is independent of publication. . . ."

"4. . . . To some extent I think the manufacturing chemists and dealers are unduly apprehensive of what may happen under the present state of the law. I do

not, for instance, agree with the view expressed in Mr. Linstead's letter that immediately on the publication of the new Pharmacopœia it becomes illegal for any chemist to sell any medicine compounded according to the old formula. The offence created by Section 15 of the Pharmacy Act, 1868, is that of compounding a medicine except according to the formula in the British Pharmacopœia. If the chemist's stock in hand was lawfully compounded according to the old formula, there is nothing in the Pharmacy Act which makes it an offence to continue to sell it even although the new formulas have come into operation. Nor do I think that in selling the medicine lawfully compounded according to the old formula the chemist could be convicted of selling a drug which was not 'of the nature, substance or quality' demanded. Until some considerable period has elapsed after the publication of the new formula the demand for a medicine by a member of the public cannot, I think, be said to be necessarily a demand for a drug compounded according to the new as distinguished from the old formulas. In *White v. Bywater* (1887), 19 Q.B.D. 582, the chemist was selling a drug which had been unlawfully compounded, which was a very different matter.

"I agree, however, that the law as it stands is very inconvenient in many respects, and in particular that it may give rise to difficulties and disputes between wholesale dealers and chemists as to the fulfilment of orders given at or about the time of the change in the formulas, and that there is a good case for the intervention of Parliament."

Insurance Act Dispensing

Record of matters concerning Chemists' interests in the
National Health Insurance Acts

Local Reports

Middlesex.—At a meeting of the Middlesex Pharmaceutical Committee, held on March 15, communications were received from the National Pharmaceutical Union, acknowledging receipt of suggestions for the National Insurance Formulary, reporting on the investigation of prescribing, and furnishing particulars of the final distribution of the drug fund, 1932. The supervisor's report showed that the December prescriptions numbered 211,636, at a total cost of £7,218, with an average cost of 3.8d. for ingredients and 4.4d. for dispensing fee; the January prescriptions numbered 363,040 (an increase of 34 per cent. over the previous year), at a total cost of £11,934, with an average cost of 3.3d. for ingredients and 4.6d. for dispensing fee. During the year 1932 there were 2,359,881 prescriptions dispensed, at a total cost of £79,515, with an average ingredient cost of 3.7d. and dispensing fee 4.4d.; the number of insured persons on the list was 602,235, the prescription frequency was 3.9, and the average cost per insured person was 31.7d. Attention was directed to the necessity for strict observance of the conditions affecting the payment of a late fee on prescriptions marked "Urgent."

Worcestershire.—A meeting of the Worcestershire Insurance Committee was held recently, when a report of the Pharmaceutical Service Subcommittee stated that the total weight of six powders was 26 per cent. in excess, and there was a variation in the weights of the individual powders. The report of the chemist's analyst on the other six powders showed a total excess weight of 9 per cent. and a smaller variation in the weights of the individual powders. About a fortnight after the sample was taken the dispenser, who expressed her regret for the discrepancy and said it was partly due to the balances being very slightly inaccurate, left the service of the chemists, and they shortly afterwards disposed of the business. The subcommittee were not altogether satisfied with this explanation, and recommended that the chemists be reprimanded and warned to exercise the strictest supervision for securing accurate dispensing, and that no further action be taken. The recommendation was approved.

The Pharmacy and Poisons Bill

A critical review from a well-informed contributor

THE introduction of the Pharmacy and Poisons Bill into the House of Lords has dashed the hopes of those who thought that the Bill had been relegated to a lasting occupancy of the files of the Home Office, where so many other Bills, after a brief period of activity in Parliament, are buried. It is apparent that the Government mean business, and it may be well therefore to take stock of the position which will be established by the Bill when it becomes an Act, and ascertain whether or not it is possible, as the promoters believe, that the Bill will be of real benefit to pharmacy. I say "pharmacy" advisedly. The changes introduced by the Bill may be grouped roughly under three headings as affecting (1) the Pharmaceutical Society; (2) the chemist personally; (3) the sale of poisons. Broadly speaking, this is the order in which they appear in the Bill.

The Pharmaceutical Society

Regarding the Pharmaceutical Society, it is clear that the Bill does establish it on a firmer basis and that on the whole the Society will benefit considerably. The abolition of voluntary membership and the introduction of compulsory registration with membership is a very real gain considered from the point of view of the governing body, and no doubt will ultimately react favourably on the members. The establishment of a statutory disciplinary committee is another gain for the Society, and if wisely handled should improve the status of pharmacy as a calling. The additional revenue which the Society can obtain under the Bill is, or should be, only sufficient to meet any loss of present income or increase of expenditure. It may be that members will have to keep a watchful eye upon the Council of the Society in regard to its expenditure; but there need be no hesitation on the part of members in making it clear that they will not tolerate any extravagance simply because the Bill gives the opportunity of compulsorily collecting a larger revenue. Chemists should bear in mind that the fees set out in the Bill are not fixed sums, they are maximum amounts; and if the members make their wishes clearly understood by the Council, there seems no adequate reason for assuming that the total sum to be paid by the chemist under the Bill will be very much in excess of the present subscription.

There are other small gains from the Society's point of view in the provisions of the Bill regarding abuse of certificates, sales from automatic machines, changes in by-laws, regularisation of the position of executors and trustees—in fact, the Bill may truthfully be said to remove most of the difficulties the Society has encountered from an administrative point of view. No doubt the older school of chemists will feel that many of these changes are unnecessary, but the younger generation who grow up with them in operation will scarcely realise they are working under more effective controlling powers exercised by their Society than those which operated in a previous generation. There need be no regrets for the Society; it gains much more than it loses, and the only loss is the scheduling of poisons, which was not, in any case, entirely under the control of the Society, as the exemptions in the existing Poisons Schedules prove very clearly.

The Individual Chemist

We can now consider the changes affecting the chemist himself. He will find it necessary to register himself annually in order to secure the legal right to practise pharmacy, and also to register the premises where he is going to carry on business. He will pay fees for these registrations. He will receive greater and clearer protection against the misuse of the titles he has earned by examination, and, last but not least important, the Bill makes it quite clear that the word "pharmacy" can only be used in connection with a business carried on

in accordance with the Pharmacy Acts. This is a matter of justice, because the personal title of pharmacist bestowed in 1908 is of little value if there is no control over the word "pharmacy"; the Act of 1908 obviously meant to restrict both "pharmacy" and "pharmacist" to the qualified man. There will no doubt be a cry of "vested interests" in the present use of the word pharmacy by those who have taken advantage of the wording of the 1908 Act; the reply on behalf of chemists should be that it is a restoration of a right snatched from them, and will prevent further damage to the chemists' vested interests.

Many chemists seem to think the Bill gives away the whole of their privilege in regard to existing Part II poisons. This is not the case, as will be explained. Another misconception is that the inspection provisions in the Act will be very irksome. Whatever may be the outcome, it seems reasonable to assume that the Council will exercise their powers with tact and discretion. The chemist who carries on his business in a reasonably efficient manner from the Pharmacy Act point of view will have nothing to fear under the new conditions, but he will have the satisfaction of knowing that the other fellow who does not carry on his business satisfactorily will at last be caught out. In other words, the average chemist will not find anything to trouble him in the new conditions, but he will find himself freed from the competition of a class of shop which has not been a credit to pharmacy. Another point which the retail chemist will be pleased to note is that he is not to be the only person affected by poisons regulations. In future regulations can be made governing the handling of poisons from manufacturer to consumer or user. This is a distinct improvement; it has always been ludicrous that while the sale of one ounce of arsenic was controlled, one hundredweight could be obtained without any formalities whatever, and stored anyhow and anywhere.

The Sale of Poisons

This brings us to a consideration of the effect of the Bill upon the sale of poisons. Here the changes are revolutionary, because the scheduling is removed from what has been the nominal control of the Pharmaceutical Society, and is vested in the Home Office aided by an advisory Poisons Board. No doubt the Poisons Board will, by reason of its composition, become the actual scheduling body. The Home Office ultimate veto will probably be exercised very cautiously, more especially as the Bill requires the Home Secretary to explain to the Board whenever he wishes to modify the Board's recommendations.

It is reasonable to assume that control of poisons by such a Board and the Home Office does not mean an unlimited extension of the facilities for obtaining poisons. This fear has its foundations in the confusion between the existing Part I and Part II Poisons Schedules and the Part I and Part II poisons sellers created by the Bill. Chemists have in many cases assumed that a Part II poisons seller under the Bill was to be a seller of the poisons at present included in Part II of the Poisons Schedules. This is an entire mistake; it is a mere coincidence that the expressions Part I and Part II are used in both cases. The Part II poisons seller of the new Bill will not be any different, so far as can be seen at present, from the existing seller of agricultural poisons and of the mineral acids, etc., under the 1908 Act. It would be absurd to assume that a Bill introduced to secure better control of the handling of poisons is likely to lead to a widespread relaxation of the conditions under which poisons can be sold. There is a definite direction to the Poisons Board in the Bill that they shall have regard to the desirability of restricting Part II of the new schedule to articles in common use, or likely to come into common use, for purposes other than the treatment of human ailments, and which it is reasonable

to include if the public are to have adequate facilities for obtaining them. This sensible provision gives a clear lead to the Poisons Board, which will leave no doubt in the minds of the Board as to the class of poison the Part II sellers are to sell.

Another misconception about the scheduling of poisons is held by some chemists, who have the idea that the poisons to be sold by chemists in future must all be sold under present Part I poison conditions. This misconception arises from the same confusion between Part I and Part II of the present Schedule and the future Part I and Part II sellers of poisons. The poisons scheduled for sale by Part I sellers (chemists) will no doubt be classified; there may be three or four classes, because if the Poisons Board does its work carefully sub-classification is inevitable, since it is clear that D.D.A. conditions, present Part I conditions, and also Part II conditions will all have to be provided for in the classification of poisons for sale by chemists only. In fact, it is reasonable to hope that a really intelligent classification of poisons will be the outcome of the Board's efforts instead of the present absurd Schedules.

The effect of the Bill on the sale of poisons is to a certain extent speculative, and depends upon the manner in which both the Poisons Board and the Home Office interpret their duties under the Bill when it becomes an Act. I believe, however, that while the legitimate requirements of trade and agricultural interests will be met, those who are expecting an extension of business in the sale of poisons at the chemists' expense will be disappointed. Another important matter which arises from an examination of this part of the Bill is that there are many people handling poisons at the present time in both wholesale and retail trades who are un-

known, and the Bill will render it possible to trace all such sellers and keep them under control. Revolutionary though the idea may be, there is much to be said for the joint control of the scheduling of poisons which will be established by the Bill. Chemists must recollect that they have never had more than the right to sell by retail only and that their qualification as chemists existed before they were given the privilege of being the retail sellers of poisons; it was not given to them for the purpose of selling poisons.

Reasons for Supporting the Bill

A careful survey of the Bill as a whole and of the present tendencies in the drug trade towards commercialisation leads inevitably to the conclusion that the Bill is on the whole one which chemists may support, because it must improve the general position of the chemist from a statutory point of view, and should enhance the value of his qualification in the estimation of the public. Those who condemn the Bill because it does not grant chemists a monopoly of dispensing, or of selling poisons, or of selling B.P. drugs, must bear in mind that trade monopolies cannot be secured from Parliament unless some very cogent reasons in the public interest exist for granting such monopolies. The present Bill will almost certainly give rise to the cry that the chemists' privileges are being extended, and efforts will be made to prevent them obtaining even this very moderate measure of just recognition of their claims. It will be surprising if no attempt is made to create the idea that a new monopoly is being given to chemists, and only a united front in pharmaceutical circles will frustrate the efforts of the enemies of pharmacy.

Twenty-One Years

By Herbert Skinner

THREE London Pharmaceutical Associations have during the present winter season celebrated their twenty-first birthdays. There were two other London associations started in 1912, but one has merged into the East Metropolitan Branch of the Pharmaceutical Society, and the North-Easterners have been spectators while the South-Western, South-Eastern and Northern Associations have held their functions. Looking back over those twenty-one years brings out in striking contrast the Pharmaceutical Society in 1912, with 5,000 members, and in 1933, with 16,000 members. To claim that the year 1912 saw a rebirth of pharmacy would perhaps be claiming too much; but whatever it was that year produced it can safely be recorded that a long stride forward in pharmaceutical organisation was made. Naturally, I am more concerned with North London and the part the Northerners have played during those twenty-one years, and I venture to affirm that no association for that period can rival their accomplishment. The first Shops Act was not the cause of the formation, but it certainly gave the opportunity of calling Islingtonians together which formed the nucleus of the Northern area. Peter MacEwan, Joseph Hearle, John Noble, G. A. Tocher and H. G. Munford acted and reacted as stimuli, until within six months 220 members had been enrolled within the new association.

A Vigorous Association

That was a notable beginning; the new men were full of fight over the new National Health Insurance Act, which had to be licked into a workable scheme for the beginning of 1913. Those chemists who now criticise terms and various points connected with that Act have not the haziest notion of the hours of personal service put in by pioneers of that day. Among the Londoners were Woolcock, White, Wolff, Humphrey, Keall, Keith, Melhuish, Jenkin, Thompson, Barnard and others. So turbulent were the early days of North London that to me it is pitiful they are almost forgotten. Men gave

hard knocks and received them in battering into shape pharmaceutical organisation to make effective the administration of dispensing under National Health Insurance. It is a far cry from that troubled morning when the Pharmaceutical Society's Council hastily abandoned its own pet organisation plan and accepted the London one which was the basis of all the Pharmaceutical Committees existing to-day. The amount of work put in during the war years seems in retrospect almost like a nightmare. The largest meeting ever held in North London was one which took place at midnight, and men had to tramp long distances to return home in the small hours of the morning—motor-cars were then few and far between. Visiting outlying districts and struggling homeward through darkened streets during enemy aerial raids added spice to the adventure; and those pioneers carried on with limited staffs but a burning enthusiasm to establish pharmacy on a sounder footing.

The Currie régime of the Pharmaceutical Society was the definite cleavage with the past. Neathercoat and the late Sir William Glyn-Jones brought in a newer, broader and more democratic spirit. The fire-eaters of North London were at last accepted on equal terms; and though smaller controversies arose over Sports Day at the Conference, splitting the activities of the Pharmaceutical Council, the introduction of contorted educational regulations, absorption of the B.P.C. and dozens of minor things, it remains to the credit of Neathercoat that he introduced the new spirit which had been burning through from the northern heights of London. And may I put forward one plea on this auspicious occasion? It is an appeal to the younger generation. Out of the past a voice still calls to sink our personal claims and work for the good of all, for our craft, pharmacy. There are rocks ahead; the younger men are too apt to accept official exposition when we know full well that our greatest victories for pharmacy have been won by the enthusiasts and hard workers blazing the trail, despising opposition and riding over it rough-shod, determined that their labours shall not have been in vain.

Notes on the Accuracy of Dispensing Solutions

Abstract of an address delivered before the Guild of Public Pharmacists in London, on
March 15, by Mr. J. R. Elliott, Ph.C.

MOST pharmacists keep so-called "stock solutions" for dispensing, but few, it seems, standardise them. Obviously, if the stock solution is inaccurate, the dispensed medicine must be inaccurate also. Frequently solutions are needed in quantities greater than can be measured in any stamped measure available in the dispensary. Here, then, is a likely source of error, varying in magnitude according to the method adopted to overcome this difficulty. Again, many chemicals effloresce or deliquesce when stored under ordinary conditions; and although the Pharmacopœia allows a certain amount of latitude in this direction one is rarely sure that the official limits are not exceeded, and one would hate to think that any pharmacist would trust to luck that his effloresced chemical was still just within the B.P. limits. Volumetric determinations of solutions of these chemicals are not readily undertaken unless standard solutions are at hand. However, a simple determination of specific gravity is easily available, and in many cases has a degree of accuracy comparable with that obtainable by volumetric methods.

Tests with Potassium Bromide

With this in mind attempts have been made to determine the specific gravities of solutions of some chemicals in the strengths usually employed in pharmacy, so that these figures may be used to check the accuracy of such solutions. A sample of potassium bromide, answering to the tests of the pharmacopœial monograph, was dried at 110° C., and a series of solutions of different strengths was made, using tap water and adjusting to 20° C. before making up to volume with water at that temperature. Tap water was used because most dispensing solutions are made with this vehicle, and the temperature 20° C., because the dispensary rarely fell to 15.5° owing to steam pipes, etc., except during really cold weather. On constructing a graph it was found that a regular increase in s.g. was obtained for a regular increase in strength in the solution over a large range, an increment of 0.0005 to the s.g. representing about 6.5 grains of potassium bromide in one pint of solution.

A second series of solutions was made with strengths round 1 gr. of the bromide in 6 m of solution and their s.g.s taken at 20° C., and it was found that a solution containing 1 gr. of dry potassium bromide in 6 m of solution had a s.g. at 20°/20° C. of from 1.1284 to 1.1286. The B.P., however, allows this salt to contain up to 1 per cent. of moisture, and it was found that such a sample would, for a solution of this strength, have a s.g. of 1.1274.

A third series of solutions was then made in a similar way to the second, but was made up to volume and the s.g.s were taken at 15° C. It was found that the s.g.s of these solutions were the same as those of solutions of similar strength made up at 20° C. (provided that the s.g.s were worked out in the correct manner, i.e., by comparison of weights of equal volumes of solution and water at the same temperature—by comparing a weight of bromide solution at 20° with an equal volume of water at 15° C. or vice versa an error of approximately 1 per cent. is introduced).

From the foregoing it can be seen that a solution containing potassium bromide in tap water so that its s.g. at from 15° to 20° C. falls between 1.1275 and 1.1285 can be looked upon as containing exactly 1 gr. of B.P. potassium bromide in 6 m of the solution, and ±5 grains of potassium bromide in a pint of such solution (i.e., up to about ±0.3 per cent. error only) will give a range of from 1.1270 to 1.1290 (the upper limit being based on dry material: the lower on that containing 1 per cent. of water).

In a similar way, 1 gr. in 4 m solutions were made, as many pharmacists keep their potassium bromide solution at this strength. It was found that solutions containing 1 gr. of dry potassium bromide in 4 m had a s.g. of 1.1915, and that, using B.P. bromide, a range of from 1.1895 to 1.1915 gave solutions which were all correctly compounded. Again, allowing ±0.3 per cent. error in compounding, solutions of this strength have a range of s.g. of from 1.1890 to 1.1920. As these figures need only the third place of decimals in s.g. a good hydrometer could be used, provided that the solutions are brought to the temperature at which the hydrometer was graduated.

Tests with Sodium Sulphate

A second substance to which this method may be applied is sodium sulphate. This salt, according to the Pharmacopœia, may be allowed to contain the equivalent of from 99 per cent. to 102 per cent. of pure Na₂SO₄, 10H₂O, but it is well known that more highly effloresced samples may be found in stock. With this substance the s.g. rises quite regularly, but not so rapidly as with potassium bromide, an increment of 0.0005 on the s.g. representing 1 gr. of pure crystalline sodium sulphate to the pint of solution. Accurate solutions containing 1 gr. of pure sodium sulphate crystals in 6 m of the solution at 20° C. have a s.g. of from 1.0701 to 1.0702, and, allowing for the B.P. limits of from 99 to 102 per cent. Na₂SO₄, 10H₂O in the crystals, solutions may have s.g.s at 20° C. ranging from 1.0695 to 1.0715, and still be considered as containing the exact amount of sodium sulphate required. Even solutions of s.g. 1.0690 to 1.0720 contain within about ±0.5 per cent. of the required amount of chemical. It may be of interest to note that although many other B.P. chemicals can be approximately estimated by this method, certain substances do not lend themselves to it. Thus, phenazone solutions have very low s.g.s, and an increment of about 50 gr. per pint is necessary to raise the s.g. by 0.001. It is then absolutely necessary to be sure of the fourth place of decimals in the s.g. before reasonably accurate results can be obtained.

To determine whether weighing a liquid is more reliable than measuring, a series of experiments was conducted to establish the relative accuracy of the two methods. It has been shown that a solution of 1 gr. of B.P. potassium bromide in 6 m of solution, made with tap water at 20° C., has a s.g. of from 1.1275 to 1.1285. That is to say, 18 fl. oz. of a solution of s.g. 1.1285 must weigh 20 oz. (avoird.) 137 gr., or, put in another way, 3 apoth. oz. of the bromide *plus* 17 oz. (avoird.) and 10 gr. of water will give a solution of s.g. 1.1285 at 20° C. and should measure 18 fl. oz.

It was decided to make a series of solutions of a sample of B.P. potassium bromide by weighing 3 apoth. oz. of the sample and making up to 18 fl. oz. at 20° C. in the usual way and take their s.g.s; then to make a second series by taking the same amount of bromide and dissolving it in 17 oz. (avoird.) 10 gr. of water—weighed in a counterpoised container on a 4-lb. counter scale—adjusting to 20° C. and taking their s.g.s. All solutions of both series should have the same s.g., although not necessarily 1.1285, unless the sample was quite dry. Unfortunately, in these experiments, two samples were used, the one used for the weighing experiments containing rather less moisture than that employed for the "volume" method. Thus, the series of solutions made by weight should have a s.g. slightly higher than the series made up to volume. Eight solutions were made by each method with the following results:—

	Made up to Volume				
Number of batch...	E.I	U.I	D.I	K.I	T.I
Specific gravity ...	1.1254	1.1267	1.1267	1.1268	1.1269
Number of batch...	J.I	S.I	R.I		
Specific gravity ...	1.1273	1.1278	1.1285		
Average ...	1.1270	E.I (the lowest)	contains approximately 2.5 per cent. less bromide than R.I (the highest).		

Made up to Weight

Number of batch...	B.2	F.2	G.2	E.2	D.2
Specific gravity ...	1.1284	1.1284	1.1284	1.1285	1.1287
Number of batch...	H.2	C.2	A.2		
Specific gravity ...	1.1288	1.1289	1.1290		
Average ...	1.1286	The lowest concentration is only between 0.4 and 0.5 per cent. less than the highest.			

In this series all solutions were within 0.3 per cent. of the required strength, whereas in the series made up to volume only three of the eight solutions were within this limit. Therefore solutions made up by weighing are much more nearly correct than those made up in the usual way, using stamped measures. It is suggested that this method might be especially useful when large volumes of a solution are needed and no approved measure of sufficient size is at hand.

Sterilisation in Hospital Pharmacy

Abstract of an address delivered before the Guild of Public Pharmacists in London, on March 15, by Mr. H. Davis, B.Sc., A.I.C., Ph.C.

S TERILISATION assumes an important rôle in the duties of a hospital pharmacist, and the satisfactory production of sterile preparations is dependent upon his skill and knowledge. There appears to be little doubt that hypodermic medication will increase and work of this type will constitute a large portion of his duties. In order thoroughly to understand the various processes involved, it is essential to acquire some knowledge of the habits of these ubiquitous organisms which give rise to bacterial contamination. The ideal method of doing this is to perform simple practical experiments. Any faults in sterilisation are readily demonstrated in the keeping properties of the finished products. Suitable conditions for bacterial reproduction do not obtain in many of the solutions which are administered subcutaneously, and there is always the possibility of dangerous organisms lying latent and merely awaiting more suitable conditions to burst into a state of active growth. Such conditions will be presented when the solution is injected.

Before considering the routine methods of sterilisation let us consider the various types of sterile preparations met in hospital pharmacy. In addition to subcutaneous, intramuscular, intravenous and intrathecal injections there are sterile paraffin, eye ointments, bismuth pastes, kaolin, etc., all of which are in constant demand. The variety encountered calls for different methods and a collection of divers types of apparatus. An autoclave, a hot air oven and possibly a steamer should be available in all dispensaries. The use of a steamer can possibly be obviated, as experience in the sterilisation of culture media has shown that steaming for an hour has not succeeded in killing certain types of resistant spores. To produce sterility it would appear that steaming on three successive days is essential. The process of intermittent steaming can therefore be superseded by the official process of Tyndallisation. The ideal source of heat for Tyndallisation is an electric steriliser fitted with

thermostatic control. An oven of this type with totally enclosed heating elements and with a temperature range of from 60° C. to 160° C. is an acquisition to any dispensary. It must be emphasised that the solution is maintained at a temperature of 80° C. for an hour. If an oven of this type is not available, the process can be quite successfully carried out by immersing the sealed container in a large volume of water heated over an ordinary Bunsen burner. There are very few substances which are unable to withstand this temperature without undergoing decomposition, and consequently Tyndallisation is a most convenient process for the preparation of many stock injections. For the sterilisation of liquid paraffin and soft paraffin the usual method is to heat the final container to a temperature of 150° C. for an hour.

The British Pharmacopoeia states that hexamine for injection must be sterilised by filtration, and does not allow Tyndallisation owing to the measurable amount of decomposition at 80° C. Therefore before use could be made of an injection prepared in this manner, sterility tests must be performed on the filtered product and at least five days must elapse before these tests can be completed. In the event of such a solution being required in an emergency, however, it would appear possible to prepare it by the official emergency method. For small-scale filtration the Seitz E. K. filter is the most convenient. The necessity for bacteriological examinations automatically excludes the use of any type of filter from the routine sterilisation of solutions in the average hospital dispensary. No mention has been made of the sterilisation of dressings, which calls for expensive apparatus and in many cases does not fall within the sphere of the pharmacist's activities. Statistics in regard to the decomposition of chemical substances on heating and the degree of safety in the filtration methods are sadly lacking. Doubtless, with the continued growth of hypodermic medication, many more facts will come to light.

Coming Events

Tuesday, April 4

South-East London Chemists' Association and South-East Metropolitan Branch of the Pharmaceutical Society, Plough Room, Lewisham, at 8.45 p.m. Joint meeting. Mr. A. E. Young (Leicester) on "The Responsibility of the Pharmacist of to-day to the Pharmacist of to-morrow."

Thames Valley District Pharmacists' Association, Kingston Hotel, Kingston-on-Thames, at 8.30 p.m. Buffet dance. Tickets, 2s. 6d. each.

Wednesday, April 5

Edinburgh Chemists', Assistants' and Apprentices' Association, 36 York Place, Edinburgh, at 8 p.m. Mr. J. Anderson on "Calculations."

Manchester Pharmaceutical Association, Junior Branch, Victoria Hotel, at 8.30 p.m. Annual general meeting.

Pharmaceutical Society of Great Britain, Exeter and District Branch, Royal Clarence Hotel, Exeter, at 7.30 p.m. Annual dinner. Tickets, 8s. 6d. each.

Pharmaceutical Society of Great Britain, Harrow Branch, at 8.30 p.m. Dr. C. H. Hampshire (chairman of the British Pharmaceutical Conference) will give a lecture on the British Pharmacopoeia.

Photographic Dealers' Association, Liverpool Branch, Adelphi Hotel, Liverpool, at 8.15 p.m., to meet the directors of Ilford, Ltd. A talk, illustrated by lantern slides, will be given.

Thursday, April 6

Manchester Pharmaceutical Association, Victoria Hotel, at 8.30 p.m. Annual general meeting. Mr. E. H. Simmons (a member of the Society's Council) on "The Pharmacy and Poisons Bill."

Pharmaceutical Society of Great Britain, Newcastle District and Northumberland Branch, County Hotel, at 8 p.m. Annual meeting.

Proprietary Articles Trade Association, Hotel Russell, Russell Square, London, W.C.1, at 3 p.m. Annual meeting. Members of all sections invited.

Association Meetings

Birmingham.—At a meeting of the Birmingham Pharmaceutical Association on March 21, Mr. H. E. Chapman (general secretary of the P.A.T.A.) gave an address on *The New Constitution and Rules of the P.A.T.A.* Mr. Chapman dealt with the types of membership and the new powers to remove persons from the register. He spoke of the practice of cutting and the action being taken by the P.A.T.A. to combat this menace. Messrs. Blore, Izon, Southerton, H. B. Thompson and Gardner took part in the discussion which followed. A hearty vote of thanks was proposed by Mr. Maurice Smith.

Birmingham.—A meeting of the Scientific Section of the Birmingham Pharmaceutical Association was held on March 21. A discussion was opened by Mr. P. Mason Deed on *Dispensing Problems*. Mr. Deed presented a series of prescriptions which he had met with in recent practice. In one case, a prescription containing potassium bromide and dilute nitro-hydrochloric acid discoloured badly due to the liberation of bromine. Mr. Deed suggested that the permission of the prescriber be obtained to substitute an acid such as ac. hydrobrom. dil. In a prescription where cocaine hydrochloride was ordered with sodium borate, the alkaloid was precipitated, owing to the alkalinity of the borax. It was found that if equal parts of borax and boric acid were dispensed, the precipitation was inhibited without the formula being materially altered or its action affected. A very unsightly result was obtained from dispensing together tr. ferri perchlor., potass. iodid. and spt. ammon. aromat. The potassium iodide is oxidised by the tincture to iodine, while the iron is also precipitated as hydroxide by the alkalinity of the compound spirit. This may be prevented by the addition of a drachm of potassium citrate to the diluted tincture before the introduction of the other ingredients. The formation of a complex salt will inhibit the above reactions. The development of a blue colour when a fresh tincture of guaiacum was dispensed with mucilage of acacia was demonstrated. The substitution of mucilage of tragacanth was suggested. A prescription containing sodium bromide, sodium bicarbonate, sodium sulphate and spt. ether. nitrosi was found to precipitate on standing, and yet no reaction beyond that of the acid on the bicarbonate seemed possible. It was found to be due to the high concentration of sodium ions in the solution, which thereby reduced the solubility of the least soluble salt. Substitution of one of the sodium salts for the corresponding potassium salt would probably give a clear mixture. Mr. Deed concluded by referring to a prescriber who insisted on the dispensing of vinum ipecac. with liq. hyd. perchlor. and potassium iodide in spite of the fact that the Mayer's reagent formed *in situ* caused complete precipitation of the alkaloids of ipecacuanha. He also recalled the regrettable condition of the patient who was receiving a mixture of potassium iodide from the doctor, and who, of his own accord and without the doctor's knowledge, partook of a blue pill. A considerable overdose of mercuric iodide was thus obtained. In the discussion following, Mr. Bowen emphasised the necessity of using alkali-free glass for injections of adrenalin and allied substances. He quoted the case where rubber-capped bottles, intended for the dispensing of injections, gave a definite alkaline reaction even after prolonged boiling with acid. He found, however, that the "resistance glass" which could now be obtained gave no such reaction. All aromatic amines and phenols should therefore be dispensed in the latter. A vote of thanks was proposed by Mr. Charles Lloyd, and seconded by Mr. David Hughes, who referred to a liniment containing zinc oxide, calamine, olive oil and lime water, which was to be diluted with camphor water to volume.

Blackpool.—A special meeting of the branch of the Photographic Dealers' Association was held on March 23, Mr. T. A. Durkin, chemist and druggist, Lytham, presiding. Mr. T. Midgeley Illingworth and Mr. H. J. Kraushaar, the sales director, thanked the Blackpool branch on behalf of Ilford, Ltd., for the opportunity afforded

them of giving an account of some recent research carried out at the company's laboratories. Speaking of the prospects of the coming season, Mr. Illingworth said that he felt optimistic about the future of the British roll film industry. Mr. Kraushaar said that the manufacturer had considerably extended the scope and opportunity of amateur photographers. Photography was no longer of necessity a seasonal trade; it was now possible for the amateur to use his camera all the year round, both out-of-doors and by instantaneous exposures in artificial light. A lecture by Mr. A. Flower, A.R.P.S., which followed, was well illustrated by lantern slides. Some very fine slides were shown as examples of the chrome type of film, and Mr. Flower demonstrated how these had enabled the photographic day to be considerably lengthened for the amateur. Mr. Flower then dealt briefly with the discovery of the new dye in the Ilford laboratories, which had made it possible to prepare infra-red plates as a practical proposition, and he summarised the main uses to which these had already been put. The next part of the programme was a demonstration of a 16 mm. cinematograph film, the lecturer being Mr. Sewell, of Ilford, Ltd. A topical and interesting part of this exhibition was the showing of a film that had been taken that morning in Blackpool. Mr. Guy A. Pack (advertising director Ilford, Ltd.) outlined the steps that had been taken by the company to educate the amateur photographer to the new facilities which the research worker had provided for him. On the proposition of Mr. J. W. Huddart, seconded by Mr. E. Parkinson, a hearty vote of thanks was passed to Messrs. Ilford for their work in organising the very successful evening.

Croydon.—At a meeting of the Croydon Branch and Croydon and District Pharmacists' Association held on March 17, Mr. H. E. Chapman presiding, an address on *The Pharmaceutical Society: How it Works and What it Does* was given by Mr. F. W. Adams (assistant secretary of the Society). The address was illustrated by a selection of lantern slides, showing every department of the Society's administrative, educational, research and publishing activities. At the close of the lecture, a hearty vote of thanks was accorded to Mr. Adams for his instructive address.

Ipswich.—A meeting of the Ipswich and District Branch of the Photographic Dealers' Association was held on March 15, Mr. J. A. Symonds presiding. An address on the activities of the P.D.A. was given by Mr. Harold Brown, a member of the National Council. The secretary was instructed to write to all dealers in the area covered by the Branch asking them to maintain P.D.A. scale prices for developing and printing during the coming season.

Liverpool.—Members of the Liverpool Chemists' Association listened to an interesting lecture at the Royal Institution on March 22, when Mr. G. R. Boyes (Parke, Davis & Co.) dealt with *Recent Additions to Materia Medica*. Mr. H. Humphreys Jones was in the chair. The lecture was illustrated by means of lantern slides, and in the course of his talk Mr. Boyes dealt with liver extract, the hormones, and the newer hypnotics and analgesics. Dealing briefly with pitocin and pitressin, the lecturer described the apparatus used for the assay of pituitary extracts. Mr. Boyes mentioned also that it had been found that theelol could be administered orally. Mr. Harold Wyatt proposed a vote of thanks to the lecturer and, in seconding the vote, Mr. L. Moreton Parry said that he did not know whether Mr. Boyes was as well known in Liverpool as he ought to be. He was chairman of the Action and Uses Subcommittee of the Codex Revision Committee, and he filled the post remarkably well. In reply, Mr. Boyes said the Codex was being produced by a series of committees. His work as chairman had been the means of providing him with a whole mass of information. He concluded with a word of thanks to Mr. Hughes for operating the lantern.

Public Pharmacists.—The annual members' night of the Guild of Public Pharmacists was held at 17 Bloomsbury Square, London, W.C.1, on March 15. This meeting, at which papers are read by members of the Guild, continues to be one of the most popular features of the winter session. A large attendance was present to hear Mr. J. R. Elliott read a paper entitled *Notes on the Accuracy of Dispensing Solutions* (see page 352). A vote of thanks to Mr. Elliott was moved by Mr. A. H. Jenkin. Mr. H. Davis read a paper entitled *Sterilisation in Hospital Pharmacy* (see page 353). A lengthy discussion followed, and many questions were asked. A vote of thanks to Mr. Davis was proposed by Mr. R. W. Lindsey.

Wallasey.—At the annual meeting of the Wallasey Branch of the Photographic Dealers' Association, on March 21, a lecture on "Selling Photography" was given by Mr. J. H. Trace (Ilford, Ltd.). In the course of his lecture, Mr. Trace gave many helpful suggestions on how to increase business. During the meeting the question of the advance in film prices arose. It was pointed out that under the new prices most automatic machines were useless. The following officers were elected for the ensuing year:—President, Mr. J. B. Williamson; Vice-President, Mr. H. C. Tristram; Treasurer, Mr. J. Valentine; Secretary, Mr. H. D. Williams; Committee, Messrs. Colbeck and Siddall.

Festivities

Coventry Insurance Committee

AT the recent annual dinner of the Coventry Insurance Committee, Councillor H. S. Armishaw, in proposing "The Coventry Pharmacists," said that pharmacists could feel proud of themselves, as they rendered a service to the community willingly and loyally. Mr. W. A. Bales, responding, said that during the past year the Coventry pharmacists had dispensed 261,000 prescriptions, and there was only one case of inaccuracy.

Glasgow Pharmacy Club Whist Drive

THE last whist drive and tea of the season of the Glasgow Pharmacy Club was held on March 21, when nearly 100 members and friends were welcomed by the president (Mr. McGillivray). Tea was served during the interval, twenty-four hands being played. Mr. D. G. Mackenzie entertained the company with a reading, after which the president announced the winners as follows:—*Ladies*, (1) Miss V. Sharp; (2) Mrs. J. Jamieson; (3) Mrs. J. G. Moss; (consolation) Mrs. Burrows; (playing as gentleman) Miss McEwan; (mystery prizes) Mrs. Lawson and Miss Miller. *Gentlemen*, (1) Mr. J. D. Downie; (2) Mr. D. G. MacKenzie; (3) Mr. D. Duncan; (consolation) Mr. A. Burrows. The prizes were handed over by Mrs. A. W. Calder on behalf of the donors, Scott & Turner, Ltd., Mr. A. W. Calder, and Mr. W. Anderson.

Cambridge Whist Drive and Dance

A WHIST DRIVE and dance, held under the auspices of the Cambridge and District Branch of the Pharmaceutical Society, on March 16, was attended by a good number of members and friends. Mr. F. E. Harris (chairman) welcomed the guests, and Mr. J. M. Palmer took charge of the whist. The prize-winners were as follows:—*Ladies*, (1) Miss Blake; (2) Miss Hart; (booby) Mrs. Doggett. *Gentlemen*, (1) Mr. H. J. Palmer; (2) Mr. W. Brown; (booby) Mr. L. Douglas. Travelling prizes were won by Mrs. Pitstow and Mr. W. E. Moss. After refreshments the remainder of the evening was spent in dancing, Messrs. Howlett and Moule acting as M.C.s. The function was organised to inaugurate a new social section, for which a social committee has been formed. Further information may be obtained from the secretary, Mr. W. Heap, 92A Mill Road, Cambridge.

Bath Pharmacy Ball

THE Bath and District Branch of the Pharmaceutical Society held a successful pharmacy ball at Fortt's Restaurant on March 16. The company, to the number of about eighty, spent a very enjoyable time, the programme being of a varied and interesting nature. Those present included the president (Mr. W. H. Hallett) and Mrs. Hallett, the vice-president (Mr. T. Swain) and Mrs. Swain, the secretary (Mr. T. J. Cornish) and Mrs. Cornish, Mr. and Mrs. W. J. Hallett, Mr. and Mrs. E. Williams, Mr. and Mrs. D. J. Williams, Mr. and Mrs. G. H. Moore, Mr. and Mrs. A. Wilson, Mr. and Mrs. J. H. Walker, Miss Ozzard, Miss Gibbs, Miss Aspell, Mr. L. Williams, Mr. Chard (Westbury), Mr. Bray (Box), Mr. Baum (Devizes), Mr. Tooze, and Mr. J. Aspell. The winners of the dance competitions were as follows:—Mr. L. Williams and Miss M. Ponting; Miss Aspell and Miss J. Ozzard; Mrs. Jones and Mrs. Hollerhead. The prizes were distributed by Mrs. W. H. Hallett. A cabaret performance and an amusing sketch added to the enjoyment of the evening.

At the "Cri"

A MUCH-APPRECIATED innovation in the annals of the Western (London) Pharmacists' Association was introduced at the Criterion Restaurant on March 23. It was described as the "Annual Supper-Dance," but it was more than that. The "supper" (at ten o'clock) was little short of a dinner, and the dance (which had a cabaret variation) went on until 2 a.m. It was obvious that the new idea was appreciated, for about 170 members and friends turned up, including such prominent Westerners as the president of the Association (Mr. P. S. Windwood) and Mrs. Windwood, Mr. and Mrs. A. R. Melhuish, Mr. and Mrs. C. A. Noble, Mr. W. B. Falding and Mr. B. R. Wilkinson. Other Associations sent representatives, Mr. and Mrs. J. C. Young coming from North London. The New Arcadians Dance Band supplied the necessary "pep" for the dances, and Mr. E. Proudlock (who in ordinary life represents a well-known firm), in the guise of a court magician, did unbelievable things with coloured scarves and silver rings. The social secretaries (Mr. Gwilym Thomas and Mr. P. D. Goodwin) looked pleased—as well they might.

Nottingham Annual Dinner

THE annual dinner of the Nottingham and District Branch of the Pharmaceutical Society was held at the County Hotel on March 23, under the chairmanship of the president (Mr. F. W. Shepherd). The toast of "The Pharmaceutical Society of Great Britain" was proposed by Mr. F. A. Bates, who affirmed the loyalty of the members of the Branch to the parent body. They naturally felt some concern, he said, as to what the subscription and registration fees would be if the Bill before Parliament became law. Mr. J. Keall (vice-president of the Society), in reply, considered compulsory membership of the Society the fairest way of dealing with the position of the profession. Mr. Keall thanked the Branch for the support it accorded the Benevolent Fund. In proposing the toast of the "Nottingham and District Branch," Dr. B. D. Shaw (Nottingham University College) said he had always been conscious of the importance of pharmacists in the life of the community. Mr. F. W. Shepherd, who replied, made a special appeal for further support for the Benevolent Fund. Mr. A. O. Bentley proposed "The Visitors," to which Mr. W. H. Allder (clerk to the Nottingham Insurance Committee) replied. It was mentioned during the evening that a canvass had resulted in at least sixty additional promises of support for the Benevolent Fund.

NATIONAL PHARMACEUTICAL UNION.—A meeting of the Devon Branch was held on March 22, Mr. W. A. Burnage presiding. A reply was received from the P.A.T.A. to representations made regarding destamped proprietaries and discounts to nurses. Means for combating the growing menace of store competition in chemists' lines, and the increasing inroad of gift schemes, were discussed.

Pharmaceutical Society of Great Britain

London Evening Meeting

THE final meeting of the present London session was held at 17 Bloomsbury Square, W.C.1, on March 14, the president (Mr. F. G. Hines) in the chair. With the president at the table were Mr. H. B. Lacey, head of the Department of Biology at Chelsea Polytechnic, the treasurer of the Society (Mr. A. H. Jenkin), and the secretary (Mr. H. N. Linstead). The audience included Mr. E. T. Brewis, Mr. Frank Browne, Mr. Harold Deane, Mr. W. B. Falding, Mrs. Freke, Mr. A. R. Melhuish, Mr. T. E. Wallis, Mr. F. G. Wells, and Mr. W. Wyatt.

THE PRESIDENT, in opening the proceedings, said that the series of evening meetings now ending had been an instructive and profitable one. The lecturer of the evening was an old friend of the Society and a member of the Board of Examiners. The Council was fortunate in having so many able and distinguished men as lecturers. He asked Mr. Lacey to address them on

Problems in Plant Pathology

[ABSTRACT]

THE problems which are involved in controlling bacterial plant disease include: (1) Aseptic surgery—roots and wounds should be disinfected with mercuric chloride and cyanide; (2) sanitation in orchards—cuttings, etc., should be removed and burned; (3) insect control—insecticides are only partly effective; (4) destruction of weed hosts, such as hawthorn and wild crab apple; (5) cultural practice; (6) selection of resistant varieties. In this last instance Reiner has found certain Chinese varieties of pear which are immune, and has used them as scions on which the cultivated varieties may be grafted. In some plant diseases there exists an infinite and even obligatory biological relationship between the carrying insect and the causal organism which lives part of its life cycle in the body of the insect and part within the plant host. This is analogous to the case of the tsetse fly with the trypanosomes of sleeping sickness, and the mosquito with the parasite of malaria. Lafont has shown that several species of euphorbia may be stricken with a flagellosis disease, in which the protozoan parasite *Leptomonas davidi*, a relative of the trypanosomes, lives part of its life in the latex or milk tubes of the plant, and is transmitted by the biting bug.

Recent researches have shown the existence of a large class of plant diseases analogous to the group of human diseases due to the filterable viruses which cause small-pox, infantile paralysis, yellow fever, and influenza. Although this is the latest type of plant disease to be recognised, it has been studied intensively, and is known to exist on more than a hundred and sixty species of plant, including important crops, such as tobacco, tomato, potato, cucumber, and sugar beet. It is fortunate that plant viruses cannot produce disease in the human body.

As in human yellow fever, infection by specific insects is in some cases essential. It has been shown that the virus of curly top disease in beet can only be transmitted by the leaf hopper, and twenty-four hours or more must elapse before the plant is capable of giving infection. A definite species of aphides is concerned in the transmission of spinach blight, and the insect retains its power of infection through four generations. Weeds in the vicinity of the tomato and cucumber crops infested with mosaic are responsible for disease in those plants. The perennial weeds retain their infection from year to year, and as new plants become infected there is a constantly increasing supply of virus. The only remedy is destruction of

disease and insect. Weeds may also act as intermediate hosts, thus the mosaic disease of the tomato cannot be transferred by inoculation to the cucumber, but if species of *Physalis* be infected from the tomato, the disease may then be transferred from the weed to the cucumber. As in human afflictions, plants may sometimes act as carriers of virus disease. This has been demonstrated with potato, and if a shoot of an infected but healthy-looking immune plant be grafted on to a healthy susceptible plant, the latter develops the symptoms of disease, though in certain weather conditions the symptoms may not show themselves. The acknowledged advantage of early lifting of seed potatoes arises from the avoidance of infection in the later part of the season. The treatment of plant diseases by serum would appear, therefore, to be impracticable; on the other hand, different varieties of cultivated plants differ greatly in their natural immunity or resistance to disease.

Plants, like human beings, are liable to diseases which cannot be attributed to any parasitic organism or virus, but are due to some functional disorder, which in plants is caused usually by abnormal conditions of environment. These physiological diseases cause serious losses during the storage and transportation of fruit and vegetables. The trouble concerns the conditions in the orchard, packing-house, storage, transport, marketing, and distribution. Plants, like animals, are liable to respiratory troubles, and semi-asphyxiation has led to the loss of whole shipments of Australian apples. Brown heart, characterised by a ring of brown firm flesh midway between skin and core, is due to bad ventilation and the presence of excess carbon dioxide in the storage room or hold of the transport ship. Black heart, a respiratory storage disease of potatoes, is also due to shortage of oxygen, and sometimes to the presence of too high a storage temperature. Scald, another physiological skin disease of apples and pears, may develop rapidly on removal of the fruit from storage. The disease is caused by the giving off of toxic vapours, possibly esters, and it may be checked by wrapping the fruit in paper soaked with a bland mineral oil. Good ventilation, low temperature, and the avoidance of immature fruit will help to prevent the disease. The efforts of the plant doctor are usually aimed at the prevention rather than cure of disease, for when disease is well established in a plant it is rarely possible to get rid of it entirely. Plant and human pathologists are seen to have many problems in common, and up to now the former has learned from the experience of the latter, but in the future the plant doctor may be able to assist in solving some of the difficulties which at present baffle the human pathologists. No finality may ever be expected, for nature is always in a state of flux, and both the causal organisms of disease and their hosts are ever changing.

Vote of Thanks

MR. MELHUISH, in proposing a vote of thanks, remarked that botany had been described as a wearisome subject; those who had listened to Mr. Lacey's lecture knew better. It was probable that much water would flow under the bridges, and much Bordeaux mixture be used, before the real prevention of disease in plants was accomplished.

MR. WALLIS seconded the vote of thanks. He pointed out that there was a parallelism between the susceptibility of plants and that of animals. It was an important fact that the bulk of the plants subject to disease were cultivated plants; examples were belladonna and lavender.

The vote was carried with acclamation, and MR. LACEY briefly replied.

British Pharmaceutical Conference

A MEETING of the London Executive Committee of the Conference was held on March 15, Mr. A. R. Melhuish in the chair. The chairman reported that invitations to act as vice-chairmen had been accepted by Mr. E. A. Umney and Mr. E. T. Neathercoat. It was resolved that Mr. H. Vincent Dodd be invited to act in a similar capacity. Mr. W. E. D. Shirtliff was co-opted to the Committee as president of the London County Pharmaceutical Association, and Mr. P. S. Windwood was co-opted as a representative of the West London Branch of the Pharmaceutical Society.

The secretary reported that he had explored the possibilities of proposed excursions. He suggested three choices and invited other suggestions. It was resolved that the visit to Hampton Court be selected as the Conference excursion.

Mr. Skinner reported on the arrangements which had been made for golf. It was resolved that a firm agreement be made with Moor Park Golf Club on the lines of the provisional agreement, and that the charge for the Sports Day ticket be 12s. 6d.

The secretary reported that the Conference Executive had referred the matter of the photograph back to the London Committee. After discussion it was agreed that a Conference photograph should be taken.

It was resolved that the following gentlemen be asked to act as stewards:—Mr. H. Skinner, chief steward for Sports Day; Mr. C. A. Noble, chief steward for all functions inside Grosvenor House; Mr. G. A. Mallinson, chief steward for excursion; Mr. B. Wilkinson, chief steward for foreign visitors.

It was agreed that the following gentlemen be asked to serve on the Publicity Committee:—The editors of "The Pharmaceutical Journal," THE CHEMIST AND DRUGGIST, "The Retail Chemist," "The British and Colonial Pharmacist," and Messrs. H. E. Chapman, F. W. Hills and B. E. Kent.

Personalities

MR. E. W. POLLARD, Ph.C., Ryde, has been elected a member of the local town council.

MR. W. H. MAUNDER, Ph.C., Taunton, has been elected president of the local Rotary Club.

MR. A. S. BARNES, chemist and druggist, Rugby, has been elected a vice-president of the local Rotary Club.

MR. P. F. GRIFFITHS, chemist and druggist, has been granted permission to practise in the island of Jersey.

MR. A. E. MARLOW, chemist and druggist, Wolverhampton, has been elected unopposed to the town council.

ALDERMAN J. T. FLEET, chemist and druggist, Rugby, has been appointed vice-president of the local retailers' association.

MR. G. V. GREENWOOD, chemist and druggist, Lye, Stourbridge, has been elected president of the local traders' association.

MR. F. C. JONES, chemist and druggist, Folkestone, has been elected a member of the executive committee of the local Rotary Club.

MR. ERNEST J. WRIGHT, chemist and druggist, March, was installed worshipful master of the Caldwell Masonic Lodge, No. 201, on March 21.

MR. P. C. G. STILES, chemist and druggist, Market Harborough, has been returned unopposed as a member of the local urban district council.

MR. A. GROSVENOR, chemist and druggist, Rubery, Birmingham, headed the poll (North Ward) at the Bromsgrove Urban District Council election.

MR. W. E. KIRKMAN, chemist and druggist (W. E. Kirkman, Ltd., chemists), New Milton, Hants, has been appointed a justice of the peace for the borough of Lymington.

MR. WILLIAM HOGG, M.B., B.S., M.R.C.S., L.R.C.P., son of Mr. George T. Hogg, chemist and druggist, Gateshead, has been awarded the D.P.H. of Durham University.

MISS MARGARET HAMPSHIRE, daughter of Dr. C. H. Hampshire, chairman of the British Pharmaceutical Conference, has gained an open entrance scholarship to Malvern Girls' College.

MR. HARRY LEGGOTT, chemist and druggist, Hull, who for many years has carried on business at Beverley Road, from which he is now retiring, has consented to stand as candidate in a by-election of the city council.

MR. W. RAMAGE, chemist and druggist, Newport, Isle of Wight, was one of a sextet, including his two brothers, who drew Golden Miller for the Irish sweep-stake on the Grand National. They sold half the ticket.

MR. STANLEY S. BALCH, chemist and druggist, Pharmacy Parsons, Boulogne-sur-Mer, P.M. Lodge Godefroi de Bouillon (formerly Donoughmore No. 6), Boulogne-sur-Mer, has been appointed to the rank of Past Prov. Gd. Deacon.

COUNCILLOR H. C. LEE, J.P., Ph.C., F.B.O.A., Gainsborough, who is chairman of the local urban district



MR. H. C. LEE, J.P., PH.C.

council, was the first pharmacist to be elected to that body, but within the last six months he has had an experience which is probably unique, that of welcoming two other pharmacists on their election as councillors—first Mr. Harold Boon (now retired) and later Mr. W. Everard White, who is still in business. The council thus has three qualified chemists included in its twenty-four members. That pharmacists in this district are taking an interest in municipal life is demonstrated by the fact that the adjacent urban district council of Market Rasen also has a chemist and druggist as chairman (Mr. Walter C. Casterton). Mr. Lee was at one time with Squire & Sons, London, W., and eventually, in 1903, he purchased the old-established business (founded in 1822) of Spouncer & Sons, Silver Street, Gainsborough, which he still controls, although his son, Mr. J. H. C. Lee, chemist and druggist, is now associated with him. This business has an extensive connection in the district round Gainsborough, and Mr. Lee is very well known as a business man in West Lincolnshire and the adjacent part of Nottinghamshire. Mr. Lee has been chairman of the Pharmaceutical Committee for Lindsey since 1915, and a member of the Pharmaceutical and Joint Services Subcommittees during the whole of their existence.

FOOD AND PHARMACY.—In delivering the annual Sir Jesse Boot foundation lecture at University College, Nottingham, recently, Professor Armstrong declared that "the bad teeth of our nation are a clear proof of defective feeding," and went on to make some criticisms of our modern system of life, in which pills and drugs were, he said, swallowed "on a colossal scale."

Trade Notes

FLY-TOX.—Ringslade Manufacturing Co., Ltd., manufacturing chemists, Wood Green, London, N.22, announce reduced prices for Fly-tox (Rex liquid insect killer). Chemists are invited to write for new terms and particulars of bonus.

BRITISH STAINLESS PRODUCTS, LTD., Sheffield, call attention in our advertisement pages to stainless steel hospital bowls and kidney dishes. These surgical utensils, it is pointed out, withstand heavy wear and retain their shine permanently.

HYDROGEN PEROXIDE.—Macleans, Ltd., manufacturing chemists, Great West Road, Brentford, have introduced two attractive packs of hydrogen peroxide, which will enable chemists to meet any competition in this line. Full particulars will be found in our advertisement pages.

STANDARDISED FOODS.—The Cheltine Foods Co., 13 Chester Walk, Cheltenham Spa, draw attention to Cheltine foods and breads which they recommend for the quantitative control of the diet in diabetes. Advertising matter and booklets will be sent free to any chemist on request.

A SPECIAL OFFER is being made by Fred Hurtley, Ltd., Victoria Park Mills, Keighley, in connection with the Litesome body belt and athletic support, full particulars of which will be found in our advertisement pages. A national advertising campaign is in progress, and attractive free display material is available with the special opening order.

A USEFUL BI-PALATINOID.—Oppenheimer, Son & Co., Ltd., manufacturing chemists, 51 Clapham Road, London, S.W.9, draw our attention to the fact that the thyroid-permanganate treatment devised by Dr. W. A. Ball for boils, referred to in our issue of March 25 (p. 333), consisted in the administration of an Oppenheimer bi-palatinoid of thyroid gr. $\frac{1}{2}$ and potassium permanganate gr. $\frac{1}{8}$ three times daily, together with the mixture for which a formula was given. More will probably be heard of so promising a line of treatment.

WE have received from Overseas Marketing Service, Ltd., 50 Pall Mall, London, S.W.1, a brochure setting out the objects of the company, and explaining how facilities will be provided to enable manufacturers to take advantage of the benefits of the Ottawa Agreements. The company is conducting a year's business

cruise to some fifty ports, visiting the West Indies, Australasia, Africa and ports en route, starting in May, 1933. A number of advantages are offered to manufacturers participating in the cruise, and those who are interested should apply for a copy of the brochure.

Trade-Mark Applications

The figures in parentheses refer to the classes in which the marks are grouped. A list of classes and particulars as to registration are given in "The Chemist and Druggist Diary," 1933, p. 329.

(From "The Trade Marks Journal," March 22, 1933.)

- "SOLEMBO" ; for veterinary chemicals (2) and for embrocations (3). By Frearson & Co., Ltd., Railway Street, Grimsby. 536,672-613. (Associated.)
- "NOFOL" ; for an external dog preparation (2). By Sherley & Co., Ltd., 18 Marshalsea Road, London, S.E.1. 537,048.
- "TAKCO" ; for a chemical tree-banding material (2). By W. J. Craven & Co., Ltd., 48 Fort Street, Evesham. 538,515. (Associated.)
- "ZONO THERMO-WOOL" on label design ; for cotton-wool (3). By Carter Bros., 45 Valley Road, Shipley. B535,797.
- "TI-TROL" ; for medicated soap and antiseptic essential oils (3). By Australian Essential Oils, Ltd., 115 Pitt Street, Sydney, Australia. 537,947. (Associated.)
- "ELITAX" ; for medicines (3). By W. L. Elton, 40 Gerrard Street, London, W.1. 536,049.
- "HALIEYN" ; for medicinal chemicals (3). By National Drug Industries, Ltd., 1-4 Emmott Street, Mile End, London, E.1. 538,426.
- "BACKID" ; for pills (3). By J. Patchett, 140 Gibbet Street, Halifax. 539,067.
- "PUTRIDOMORS" ; for preparations for treatment of decaying teeth (3). By I. Wohlgemuth, 7 Rechow Mazu, Tel-Aviv, Palestine. 538,436.
- "CREAMOLINE" ; for hair preparations (48). By M. Abram, 2a Southampton Row, London, W.C.1. 533,295.
- "VIRAMA" ; for all goods (48). By J. M. Whyte, 5 Ormeau Avenue, Belfast. 537,282. (Associated.)
- "WYNODENT" ; for toothpastes and dentifrices (48). By Wynter Bros. & Co., Ltd., 18-20 Low Green Terrace, Great Horton, Bradford. 537,806.
- "DU VONE" ; for perfumery, etc. (48). By Effie M. Cockbill, 81 Brooklands Crescent, Fulwood, Sheffield. 539,293.



THE selection of toilet products illustrated above has been sent for our inspection by Charles Midgley, Ltd., Manchester, and includes some very fine examples of the soapmaker's art. The Dandy powder holder and the Dandy cream holder are simple, yet ingenious, "gadgets" for the handbag, while the perfume enclosed in a glass model of a saloon car is sure to attract attention.

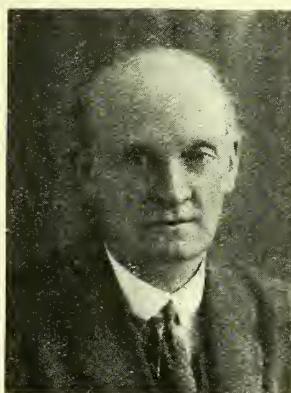
Marriages

REES—COLLEY.—At Harborne Baptist Church, Birmingham, on March 16, Theodore Ffoulkes Rees, chemist and druggist, to L. Colley.

Deaths

BREESE.—On March 16, Mr. Andrew Breese, chemist and druggist, The Cross, Newtown, Mont., aged fifty-four. Mr. Breese served his apprenticeship at Bangor, and acquired the business of Morgan & Son, Newtown, in 1908.

CHATBURN.—At his residence, 47 Birchfield Road, Longsight, Manchester, on March 13, Mr. Edwin Jordan Chatburn, Ph.C. Mr. Chatburn was for many years representative of James Woolley, Sons & Co., Ltd., manufacturing chemists, Victoria Bridge, Manchester. He served his apprenticeship to the late Mr. John Wild, Oxford Road, later going to Roberts & Co., Rue de la Paix, Paris, where he remained six years. He passed the Major examination in 1900, afterwards travelling New Orleans, calling principally on doctors. He then joined the firm of Llewellyn & Co., Shanghai, as general manager, a position he held for about twelve years. After returning to this country he was representative of Messrs. James Woolley, Sons & Co. until his death. Mr. Chatburn leaves a widow, two sons and a daughter.



MR. E. J. CHATBURN, PH.C.

CLANAHAN.—At Hale, on March 27, while playing golf, Mr. Hugh Cumming Clanahan, a director of Bayley, Clanahan & Co., Ltd., chemical merchants, 1 Dickinson Street, Manchester, and a former chairman of the Manchester Importers' and Exporters' Association, aged seventy-six.

CLARKE.—At "Henbury," Mount Avenue, New Milton, on March 25, Mr. Richard Feaver Clarke, Ph.C., aged eighty-nine. Mr. Clarke was born at Wincanton, and was educated at Weston (near Bath) and at Taunton. He served his apprenticeship to Mr. J. B. Purchase, Wincanton, and gained further experience at Torquay, passing the Minor and the Major examinations in 1869 and 1870 respectively, on both occasions with honours. He purchased in 1876 a business at 21 High Street, Gravesend, established in 1808, and successfully continued it until his retirement in 1910. Mr. Clarke was a justice of the peace for the county of Kent, and a keen amateur musician. In 1910 he was elected president of the North Kent and District Pharmacists' Association, following a long period of office as secretary. Till recent years he was present at most of the meetings of the British Pharmaceutical Conference, and those of our readers who remember his tall and genial figure will find it easy to locate it in several Conference groups and snapshots.

COQUE.—After a brief illness, on March 19, Dr. Max Coque, B.Sc., principal of the British Optical Institute, Ltd., Fern Lodge, Grove Road, Brixton, London, S.W., aged sixty-seven. Dr. Coque, who was born in France, was well known among British opticians, many of whom had studied under him. He is survived by Mrs. Coque, and the Institute will be continued under the direction of Mr. G. W. Colebrook, who was chief assistant to Dr. Coque for a number of years.

CORMACK.—At Blyth, Northumberland, on March 26, Mr. George Cormack, retired chemist and druggist, aged

seventy-eight. For many years Mr. Cormack carried on a business in Regent Street, and introduced a number of preparations which, through seamen visiting the port, gained him a wide reputation. They were later marketed by Macsons, Ltd. After relinquishing business at Blyth, Mr. Cormack opened at Ashington, but ill health caused his retirement. For a time he was a member of the Blyth Town Council.

IBBOTSON.—In the Middlesex Hospital, London, W.1, recently, Mr. Oswald Ibbotson, chemist and druggist (Fitch, Ibbotson & Hemingway, chemists, 110 Wigmore Street, W.1), aged sixty-one.

MILLIS.—On March 19, Mr. Arthur Mills, chemist and druggist, 37 Terminus Road, Eastbourne. Mr. Mills, who passed the Qualifying examination in 1891, settled in Eastbourne after serving with the R.A.M.C. during the Boer War. He was an active member of the Eastbourne Chamber of Commerce.

NORMANSELL.—Recently, after a brief illness, Mr. J. W. Normansell, Ph.C., late of 27 High Street, Wells, Somerset, aged fifty-four. Mr. Normansell disposed of his business about two years ago. He served for a long period on the City Council, filled the office of Mayor from 1930 to 1932, and was deputy Mayor at the time of his death.

PRESTON.—On March 20, the widow of the late Mr. Joseph Classon Preston, Ph.C. (Thomas Hodgkinson, Prestons & King, manufacturing chemists, London, E.C.2), aged eighty-nine.

ROWLAND.—We much regret to learn that Sir John Rowland, J.P. (a director of Lewis and Burrows, Ltd., chemists, 146 Holborn Bars, London, E.C.1), was one of the victims of the disaster to the aeroplane "City of Liverpool" in Belgium on March 28. Sir John, who was fifty-four years of age, joined the board of Lewis & Burrows, Ltd., in 1929, on the death of the late Mr. W. J. Spratling, B.Sc. He was returning from a business visit to Holland, Belgium and Germany in connection with Leethems (Twifit), Ltd., Portsmouth, of which company he was chairman. He also took a great interest in Sir William Treloar's Cripple Home, to which he was a munificent contributor.

THOMSON.—At 6 Douro Place, London, W.8, on March 22, Mr. John Millar Thomson, LL.D., F.R.S., F.I.C., Emeritus Professor of Chemistry at King's College, aged eighty-four. Professor Thomson, whose father and grandfather were professors in the Universities of Glasgow and Edinburgh respectively, had a distinguished academic career. At one time he was an examiner in chemistry to the Pharmaceutical Society.

WARD.—At Bridlington, on March 16, Mr. Robert Edward Ward, chemist and druggist, aged seventy-four.

Business Changes

TROON CO-OPERATIVE SOCIETY, LTD., are opening a dispensing department.

MR. PETER Y. MASSIE, chemist and druggist, has commenced business at 10 Alexander Street, Airdrie.

MISS EILEEN AKED, Ph.C., has opened a pharmacy at 6 Palace Court, Finchley Road, London, N.W.3.

GRASSHOPPER, LTD., have removed from 36 North Road, Holloway, N.7, to 79 St. Mark's Road, London, S.E.5. Telephone: Reliance 2937.

MR. THOMAS LOUDON, chemist and druggist, has taken over the business of the late Mr. R. A. Scott, chemist and druggist, 62 Merry Street, Motherwell.

THE business of manufacturers of toilet requisites hitherto carried on as Spencer Brothers, 39 and 40 Shoe Lane, London, E.C.4, by Mr. C. J. Spencer, will be transferred, as from April 1, to a private company with the title C. J. Spencer, Ltd. Mr. Spencer will continue to give the same personal attention to the business as heretofore.



John Bell, Hills & Lucas Ltd.
"JOHN BELL BRAND"
COLD CURE CAPSULES.
For Influenza and Common Cold.
A good selling Winter line.
Send for Sample box and particulars.
Oxford Works, Tower Bridge Road, London, S.E.1



"MEDINAL" & "VERAMON" CIRCULARISATIONS
just issued to medical men and dentists.
"NEOTROPIN" CIRCULARISATION
in process of issue to medical men.

We invite your co-operation by holding stocks.
Supplies may be ordered direct and invoiced through
your usual Wholesaler.

3, Lloyd's
Avenue,
London, E.C.3

Schering
LIMITED.

Telegrams—
Scherotha, Fen,
London.
Telephone—
Royal 3102-3

A NEW SPECIFIC AGAINST

MALARIA

"TEBETREN"

ENSURING A
SPEEDY CURE

AND ABSENCE OF RELAPSE

"TEBETREN" is a scientific remedy consisting of salts of quinine alkaloids which have been so treated with a combination of acridine and the active principle of bile salts as to be rendered at least 50% less toxic than ordinary salts of quinine.

"TEBETREN" is indicated as prophylaxis and cure in all forms of Malaria. The rapidity of the action of the remedy in comparison with plain quinine has been proved by clinical evidence.

"TEBETREN" against Malaria means Internal Disinfection.

"TEBETREN" does not pigment the skin or cause cinchonism.

"TEBETREN" is manufactured by Howards & Sons, Ltd. (Estab. 1797), of Ilford, London, for the Proprietors, CHEMOPHARM, Ltd., 58 Victoria St., London, S.W.1

TERPOFLOR

RHINO - CAPSULES

—the original product
extensively prescribed
BOX of 20, 3/6d. less 25%
from all Wholesalers

WILCOX JOZEAU & Co., Ltd.
15, Gt. St. Andrew Street, LONDON, W.C.2

EXTRA
RECTIFIED
ALCOHOL
FOR
PERFUMERY
Write for Prices
JAS. BURROUGH Ltd. 1 Cale Distillery,
LAMBETH, S.E.11



"VAREEN" LIQUID NAIL POLISH

Favourite Colours :	NAIL POLISH
Natural Rose	1/- size, 7/6 doz.
Pale Coral	1/6 " 10/6 "
Deep Rose White	2/6 " 16/- "
Brilliant Rose	1/- size, 7/6 doz.
Etc.	1/6 " 10/6 "

(FROM YOUR WHOLESALER)

Vareen Ltd., 82a Portobello Rd., London, W.11
Telephone No : PARK 9951

TRADE MARK
Sterilla BRAND REGISTERED
Bottles, 2/- and 3/9
NICKELLED
METAL FLASKS,
2/6
LIQUID SURGICAL SOAP
Matthews Laboratories, Ltd., Clifton, Bristol, England.

"The Chemist and Druggist" COMPACT LIBRARY

THE CHEMISTS' DICTIONARY OF MEDICAL TERMS AND TREATMENT.

A small book which explains the meaning of medical terms as to which customers often inquire from chemists. In addition to concise definitions of these technical terms, notes are given on the treatment of the more important ailments. Price 3s. 6d., by post 3s. 8d.

DISEASES AND REMEDIES.

Chemists and druggists need to know something about diseases and their treatment, and this book fills the gap between books of domestic medicine and standard works for medical practitioners. (Fifth Edition.) Contains 264 pages. Price 5s. net, by post 5s. 3d.

THE ART OF DISPENSING.

The tenth edition of this well-known work has been thoroughly revised and considerably improved, while maintaining the features which have made it so popular with several generations of students. It is kept by chemists in the dispensary for ready reference in cases of difficulties arising in the course of the day's work. Price 8s., by post 8s. 6d.

Published by "The Chemist and Druggist"

28 Essex Street, LONDON, W.O.2

Branch Offices : Manchester and Sheffield, England ;
Glasgow, Scotland ; Melbourne and Sydney,
Australia ; Auckland, New Zealand.

Information Department

INFORMATION WANTED

Postal or telephone information with respect to makers or first-hand suppliers of the undermentioned articles will be appreciated.

J/203. Delroy vanishing cream	O/833. Prasticien
S/243. Dentoinine	D/233. Progestin ampoules
C/283. Diatomine (loc a l anaesthetic)	S/243. Sanocaine (or Saurocaine)
B/203. Grindella fruit juice	L/283. Tablets of ac. tannic and hyd. perchlor.
D/233. Mayer's Haemelum ampoules	(for burns)

THE
CHEMIST AND DRUGGIST

VOL. CXVIII.

APRIL 1, 1933

NO. 2773

Photographic Trade Regulations

THE past few years have witnessed an interesting experiment in trade regulations concerning the sale of amateur photographic supplies, and as the great bulk of such goods reach the public through chemists the subject is naturally of great importance to all engaged in pharmacy. The trend of events immediately prior to 1928 certainly called for some measure of protection for those retailers, mainly chemists, who had built up a prosperous photographic business. There was a marked tendency for the sale of roll films—the most remunerative part of the business—to fall into the hands of other traders. Particularly at holiday resorts during the summer season the opportunity of handling a quick-selling line at a relatively high rate of profit proved attractive to many other retailers who had little interest in photographic business and no technical knowledge of photography. The tendency was encouraged in some cases by the proprietors of small wholesale developing and printing works who were anxious to open a chain of "collecting stations" for their D. and P. trade. If unable to open with the recognised dealer in any district, they would approach a neighbouring newsagent or stationer or tobacconist, provide him with free showcards and possibly with a small stock of films on "sale or return." The sale of films in this way was thus not infrequently linked up with cut price developing and printing. The extension of these new avenues of distribution naturally had a serious effect upon chemists and other recognised dealers, who carried stock throughout the year and fostered photographic business in the hope of reaping a harvest during the short summer season. The desirability of some measure of control was agreed by representative associations of manufacturers and dealers—the Federated Photographic Manufacturers and the Photographic Dealers' Association—and the Joint Council was formed having equal representation from each association. The Joint Council is the body which framed the existing regulations and which now administers them with the support of its constituent associations. The Joint Council has drawn up an "Approved List" of photographic dealers, to which all Federated Manufacturers have agreed to confine supplies of their goods. Additions to the list cannot be made by any manufacturer without the consent of a special committee on which manufacturers and dealers are represented. There are obvious advantages to all engaged in the business in some rational control of the channels of supply to the public: (a) To ensure that distribution takes place through dealers who have some technical knowledge of photography; (b) to assure to those dealers who carry stocks throughout the year a fair opportunity of gaining their due reward during the summer season. Beyond that, however, it would appear to be difficult to go without

the danger of attempting to set up an artificial barrier which may give rise to unfair discrimination and may even endanger the business it is designed to protect by removing the stimulus of legitimate competition. If any particular manufacturer chooses to restrict his own branded make of goods to appointed agents, that is purely a matter between the manufacturer and the agents he appoints, but when all the principal makers of one particular class of goods so important as photographic materials are acting together in this way the matter becomes a subject of public interest. An undue hardship appears to exist under the present regulations upon chemists opening new businesses who in some cases are refused dealing accounts, whilst there is apparently nothing to prevent approved dealers opening new branches and selling photographic materials wherever they choose. Valuable though the protection of the Joint Council Regulations may be, they cannot be considered entirely satisfactory from the point of view of the individual chemist until some change is made in this respect. Chemists built up retail photographic business in the troublesome days of plates and dark slides and daylight printing when other retailers—particularly professional photographers—refused to handle it. As a consequence the public have come to regard the chemist as the usual and accepted channel of supply for photographic goods. There can be no doubt that chemists who are photographic dealers have benefited considerably from the measure of protection which the Joint Council Regulations have afforded during the past four years, but it is important that pharmacist members of the P.D.A. and Joint Council should press the special claims for consideration, to which members of their craft are entitled, particularly in the matter of granting dealing accounts to pharmacists opening new businesses. It should be pointed out that the P.D.A. is controlled by enthusiastic dealers whose chief desire is the welfare of the trade as a whole, and it is useless for anyone opening a new business (not a branch) to expect to be "approved" if his initial order is only for films. Such a man, it is contended, only takes away part of the trade from another establishment and does nothing to advance photography as a business or hobby. The man who stocks and endeavours to sell apparatus as well as films is the one desired. Mention of films brings us to another point, i.e., the recent alterations in prices, which has been the subject of much correspondence in THE CHEMIST AND DRUGGIST. Discussion of the matter will not result in changes this season and dealers' opinions seem to be fairly sharply divided on the wisdom of this move, the larger being in favour and the smaller against, but undoubtedly the manufacturers have been surprised at the amount of hostility which the increase has created. Further, it is contended that of the manufacturers' profits from photography only a small part has been obtained from roll films, hence the increase of price. But, it is being asked, how can foreign films be sold on the British market in spite of import duties and depreciated currency? The answer, we understand, is that extensive advertising undertaken and the higher wages paid by the home manufacturers necessitates greater revenue.



PHOTOGRAPHIC NOTES

• •

IN THE FOLLOWING PARAGRAPHS ARE
GIVEN PARTICULARS OF NEW
APPARATUS OF INTEREST TO
PHOTOGRAPHIC CHEMISTS

• •

IN the advertisement pages of this issue is a section printed in two colours, and of the announcements therein the following are among those of special interest to photographic chemists:—ARTHUR BERTON, LTD. (camera cases); BROOK, PARKER & CO., LTD. (apparatus and sundries); BURALL BROTHERS (printed matter); THOMAS CHRISTY & CO. (Coronet cameras); R. W. GREEFF & CO., LTD. (chemicals); JOBLING, GLENNIE & CO. (automatic machines); PHILIP JOSEPHS & SONS, LTD. (shopfittings); LATER UTILITY CO. (automatic machine conversions); LAX & SHAW, LTD. (bottles); FRANK H. MANLEY & CO. (D. and P. work); PHOTOPRESS, LTD. (D. and P. work); JOHN RILEY & SONS, LTD. (hypo); SOHO, LTD. (cameras); JOHN THOMPSON (WHOLESALE DRUGGISTS, 1921), LTD. (everything in photographics); W. P. SERVICE (D. and P. work).

AGFA SUPERPAN FILMS.—The superpan amateur film issued by Agfa, Ltd., Lawrence Street, High Street, London, W.C.2, is a negative material of extreme sensitiveness for green, yellow and red rays, and on this account is admirably adapted for photography by artificial light. In the use of metal filament electric lamps the speed of superpan film is twice that of the previous pan film and three times that of isochrom film. This enhanced speed towards metal-filament lamps opens up entirely new branches of work in photography by artificial light. At-home subjects by artificial light may be taken without any special or extra illumination, simply by the ordinary electric lighting of rooms, and this may be done with exposures ranging from 1-25th to 1 second according to the illuminant, when using lenses of f/3.5 or f/4.5 aperture, well exposed negatives being obtained under these conditions. The gradation of superpan film is suitable for the great latitude in exposure. Halation effects are largely avoided by a special antihalation coating. The use of yellow filters is not necessary with light from metal-filament lamps, since the extreme panchromatic quality of the emulsion gives correct tone-rendering without a filter. For daylight subjects superpan film is excellent, particularly for the yellowish lighting prevailing early and late in the day. With daylight, the speed is twice that of the two extra-rapid amateur films pan and isochram.

SILENT SALESMEN.—The illustration herewith is a composite picture of three attractive showcards issued by Burroughs Wellcome & Co., Snow Hill Buildings,

London, E.C., to photographic chemists. These showcards are colourful, and should materially assist the sale of the convenient photographic products to which they refer. The centre showcard is printed in red, yellow and green, and will attract the attention of amateur photo-



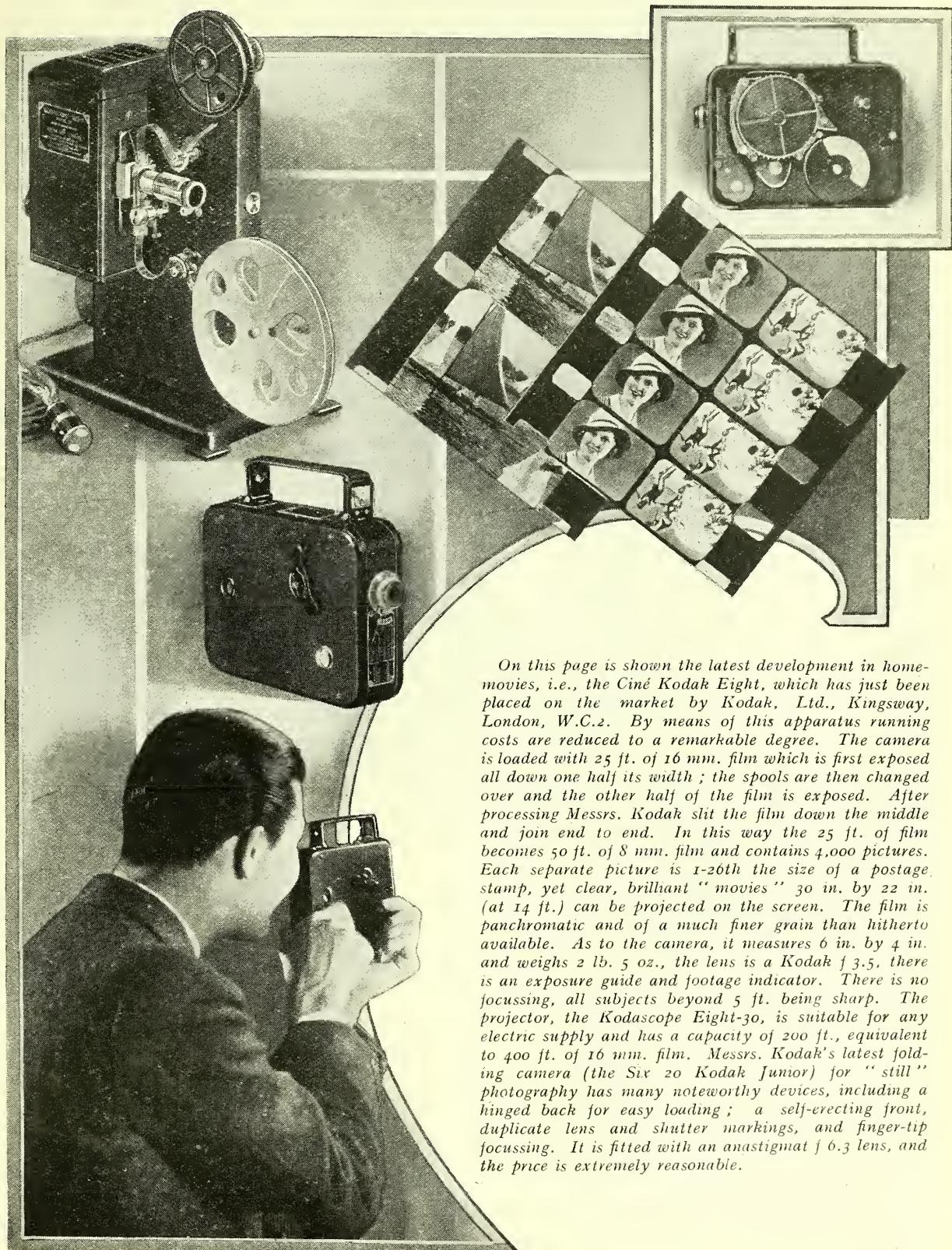
graphers to the Wellcome Photographic Exposure Calculator, Handbook and Diary, a publication which provides a wealth of information such as is not readily available elsewhere.

THE illustration below shows a number of small cut-out showcards which are being supplied to dealers by Gayvert, Ltd., 1115 Walmer Road, North Kensington,

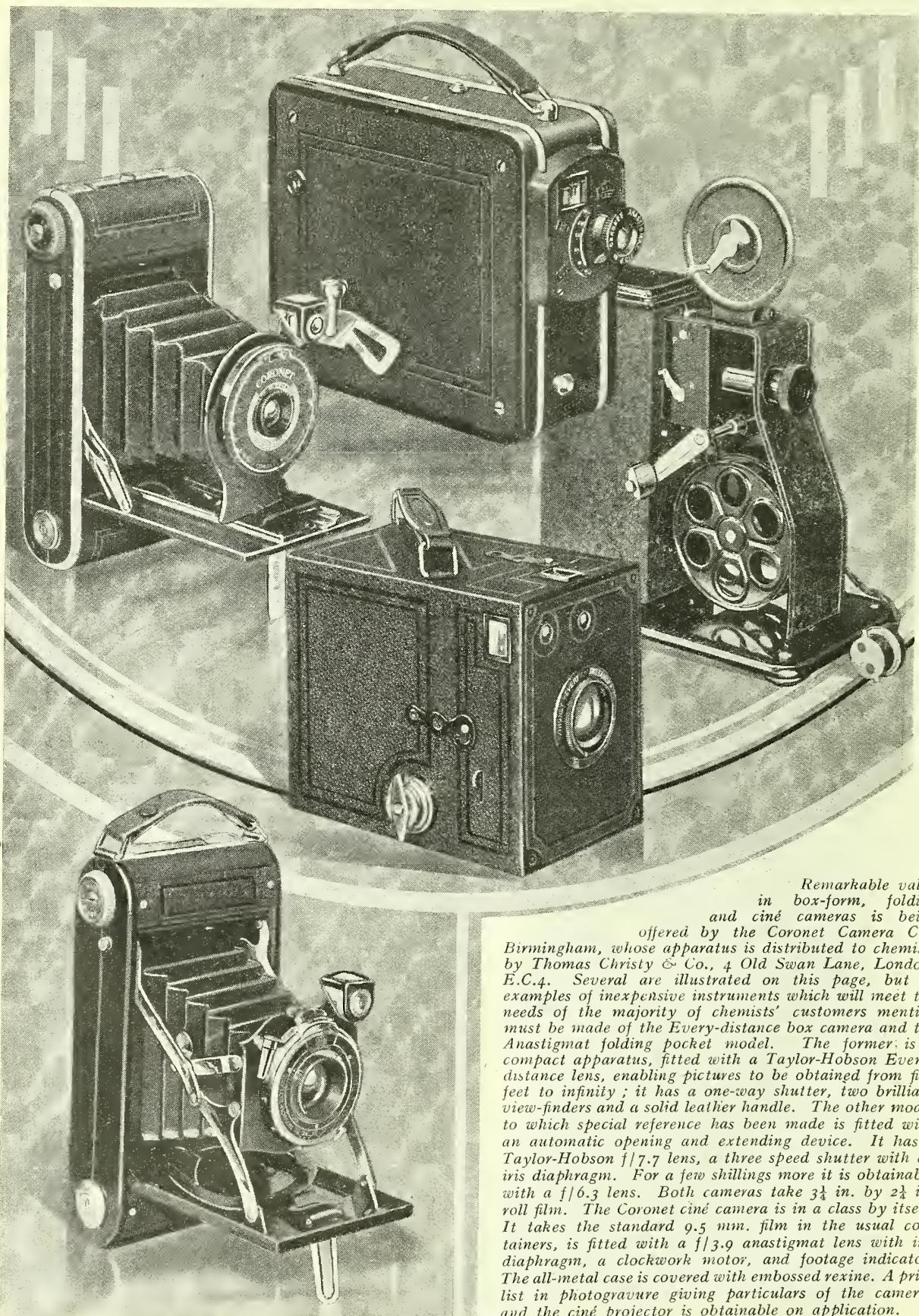


London, W.10. Other material of this nature which is being sent out by the company includes posters, window stickers and giant cartons.

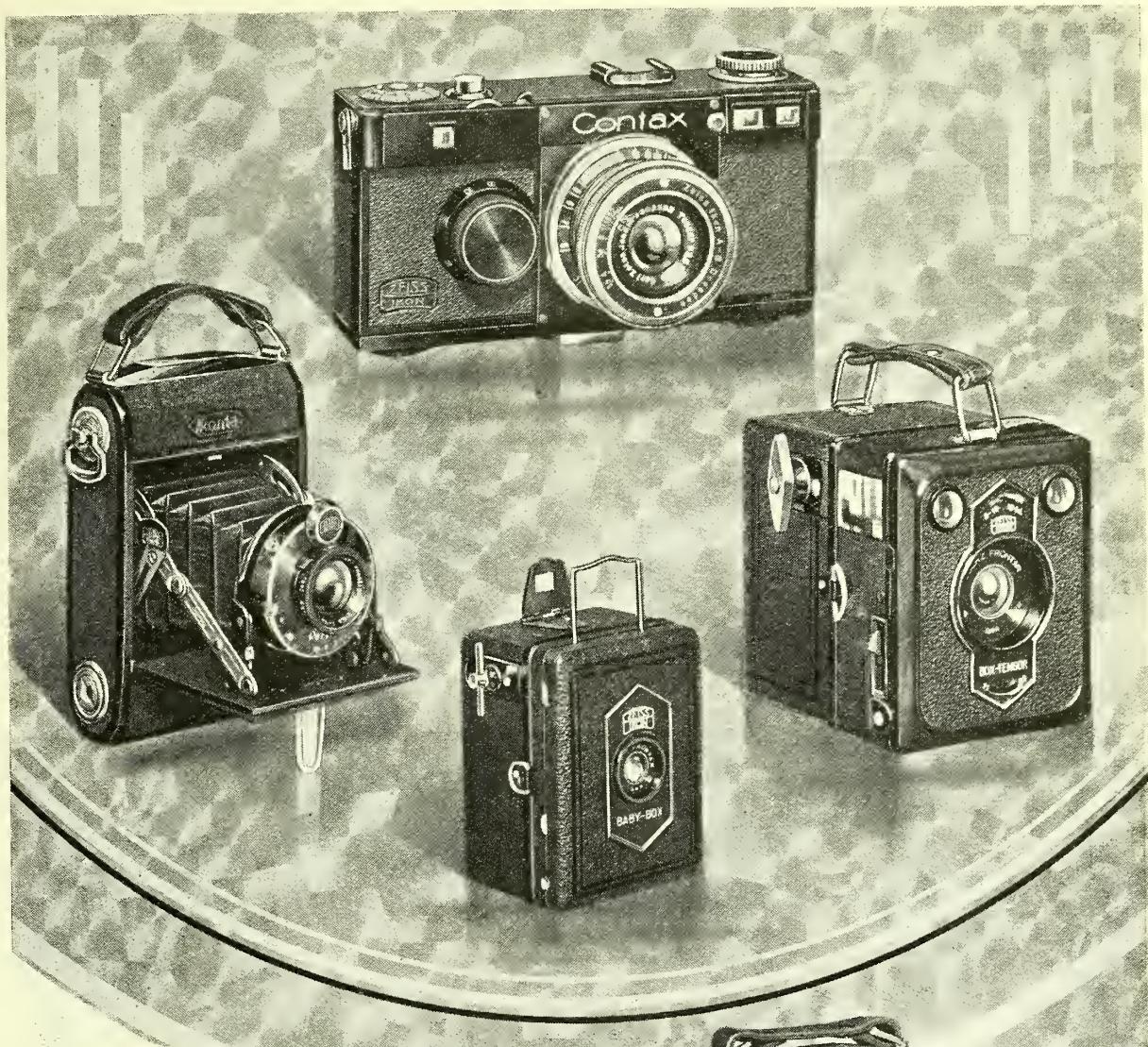
The Ciné-Kodak Eight



On this page is shown the latest development in home-movies, i.e., the Ciné Kodak Eight, which has just been placed on the market by Kodak, Ltd., Kingsway, London, W.C.2. By means of this apparatus running costs are reduced to a remarkable degree. The camera is loaded with 25 ft. of 16 mm. film which is first exposed all down one half its width; the spools are then changed over and the other half of the film is exposed. After processing Messrs. Kodak slit the film down the middle and join end to end. In this way the 25 ft. of film becomes 50 ft. of 8 mm. film and contains 4,000 pictures. Each separate picture is 1-26th the size of a postage stamp, yet clear, brilliant "movies" 30 in. by 22 in. (at 14 ft.) can be projected on the screen. The film is panchromatic and of a much finer grain than hitherto available. As to the camera, it measures 6 in. by 4 in. and weighs 2 lb. 5 oz., the lens is a Kodak f 3.5, there is an exposure guide and footage indicator. There is no focussing, all subjects beyond 5 ft. being sharp. The projector, the Kodascope Eight-30, is suitable for any electric supply and has a capacity of 200 ft., equivalent to 400 ft. of 16 mm. film. Messrs. Kodak's latest folding camera (the Six 20 Kodak Junior) for "still" photography has many noteworthy devices, including a hinged back for easy loading; a self-erecting front, duplicate lens and shutter markings, and finger-tip focussing. It is fitted with an anastigmat f 6.3 lens, and the price is extremely reasonable.



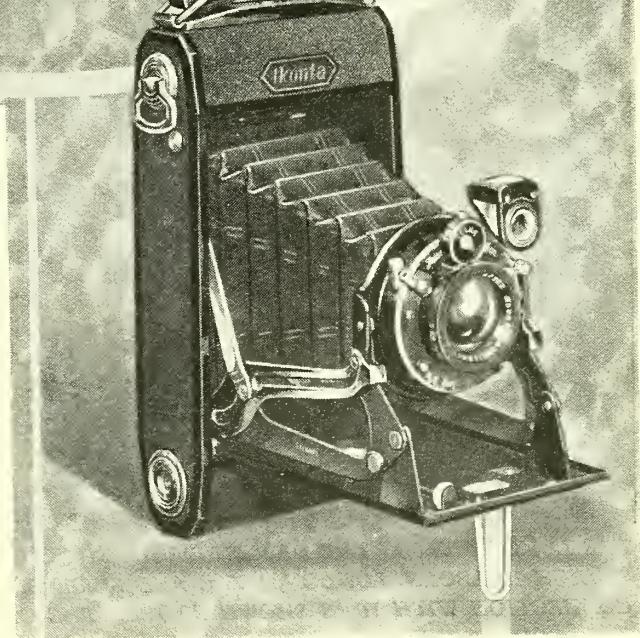
Remarkable value
in box-form, folding
and ciné cameras is being
offered by the Coronet Camera Co.,
Birmingham, whose apparatus is distributed to chemists
by Thomas Christy & Co., 4 Old Swan Lane, London,
E.C.4. Several are illustrated on this page, but as
examples of inexpensive instruments which will meet the
needs of the majority of chemists' customers mention
must be made of the Every-distance box camera and the
Anastigmat folding pocket model. The former is a
compact apparatus, fitted with a Taylor-Hobson Every-
distance lens, enabling pictures to be obtained from five
feet to infinity ; it has a one-way shutter, two brilliant
view-finders and a solid leather handle. The other model
to which special reference has been made is fitted with
an automatic opening and extending device. It has a
Taylor-Hobson f/7.7 lens, a three speed shutter with an
iris diaphragm. For a few shillings more it is obtainable
with a f/6.3 lens. Both cameras take 3½ in. by 2½ in.
roll film. The Coronet ciné camera is in a class by itself.
It takes the standard 9.5 mm. film in the usual
containers, is fitted with a f/3.9 anastigmat lens with iris
diaphragm, a clockwork motor, and footage indicator.
The all-metal case is covered with embossed rexine. A price
list in photogravure giving particulars of the cameras
and the ciné projector is obtainable on application.



Zeiss Ikon, Ltd.,

*Mortimer House, 37
Mortimer Street, London,*

W.L., several of whose cameras are illustrated here, call particular attention to such models as the improved Baby box, the box Tengor and the Ikonta (520/E). Each of these cameras takes two pictures on a $3\frac{1}{4}$ in. by $2\frac{1}{2}$ in. roll film. For customers who can afford a somewhat more expensive apparatus than the ones already mentioned the Baby Ikonta (picture size $1\frac{1}{8}$ in. by $1\frac{1}{4}$ in.) or the Contax are exceptionally attractive. The latter takes ciné film (36 exposures each $1\frac{1}{8}$ in. by $\frac{1}{8}$ in.); it has a focal plane shutter made entirely of metal; the finder is built in; and the focussing arrangement consists of two parts—the range finder and the gear on the lens mount—coupled together. Zeiss cameras, whatever the price, are beautifully made, so that whether judged by the photographic novice or the expert the quality of the production would appeal to both. A new extra-rapid photographic lens recently computed by Carl Zeiss, Jena, should prove of the greatest value, particularly for x-ray cinematography. Known as the Zeiss R-Biotar, its aperture of f/0.85 provides a rapidity almost three times as great as that of the most rapid Biotar hitherto produced—the f/1.4 Biotar. Informative literature on this and other Zeiss lenses is available on request.

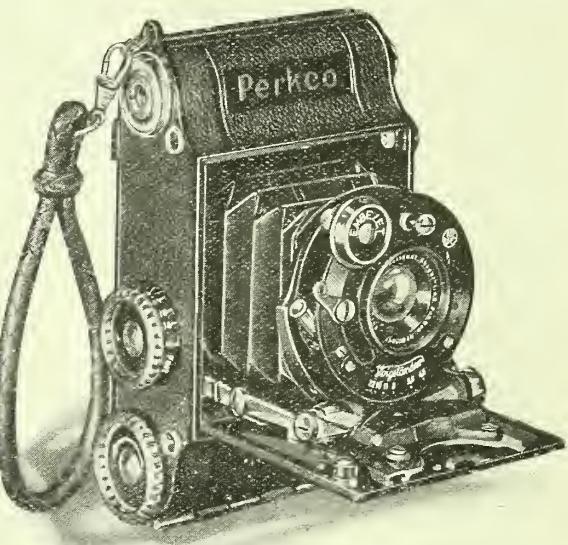


CHEMISTS whose customers demand a roll film having six exposures in the popular $3\frac{1}{4}$ in. by $2\frac{1}{4}$ in. size will be interested to know that R. F. Hunter, Ltd., Celfix House, 51 Gray's Inn Road, London, W.C.1, can supply one. This company are distributing a continental product under the name of the Hunter Celwyn film. Further particulars and a copy of Messrs. Hunter's catalogue of apparatus for trade developing and printing will be sent on request to anyone interested.

PHOTO TRADING CO., LTD., Change Alley, Sheffield, are the distributors of Standard roll films. These are made in one size only, $2\frac{1}{4}$ in. \times $3\frac{1}{4}$ in., with six exposures per spool. They are introduced to enable dealers to use without alteration their existing automatic film machines which take 1s. spools. They are supplied in two types of packing, ordinary square-ended cartons and cartridge or cylindrical cartons, according to the type of automatic machine. The square packing also includes outers of same design to hold one dozen films. Standard films are also for counter sale in cases where customers object to the increased price of other makes, and also for those who prefer the convenience of a six exposure roll. The films are stated to have a multichrome emulsion, to have an H. and D. speed of 1,300, and to be double coated. They are supplied to approved dealers only, either through wholesalers or direct from distributors.

PEELING & VAN NECK, LTD., 4 Holborn Circus, London, E.C.1, the distributors of Voigtlander cameras, have sent for our inspection two new models of outstanding design. That illustrated at the head of these notes is aptly named Brilliant, and on an eight-exposure $3\frac{1}{4}$ in. by $2\frac{1}{4}$ in. film it gives twelve pictures $2\frac{1}{4}$ in. by $2\frac{1}{4}$ in. One of the outstanding features of the camera

is the large brilliant picture seen on looking in the hood. This finder hood, by the way, can be folded down and springs open of its own accord when the cover is lifted.



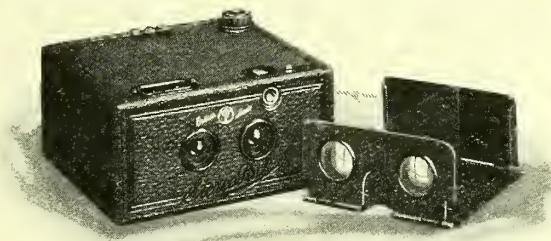
The brilliancy of the finder picture is due to the large finder lens situated on the front, quite close to the actual photographic lens. Another point is that in the



THE LUKOS FILM IS THE NEWEST PRODUCT TO BE PLACED ON THE MARKET BY ENSIGN, LTD., 88 HIGH HOLBORN, LONDON, W.C.1, AND SOME OF THE WINDOW DISPLAY MATERIAL ISSUED IN CONNECTION WITH IT IS SHOWN ABOVE. THE CAMERAS INCLUDED IN THE ILLUSTRATION ARE THE ALL-DISTANCE TWENTY, THE POCKET TWENTY AND THE SELFIX.

case of the latter all the usual difficulties of focussing are absent; it is necessary only to set the lens pointer to one of three positions: Landscapes, groups, or portraits. A special indicator, which is controlled by the actual movement of the film itself over a wheel, ensures that all the pictures are correctly spaced. By turning the film winding knob, the numbers 1 to 12 appear in the window. Another Voigtländer camera of advance design is the Perko, an illustration of which accompanies this paragraph. It gives sixteen exposures on a vest-pocket film. The camera has a self-erecting front, a built-in view finder, while the ranging for distance is controlled by a knob on the side.

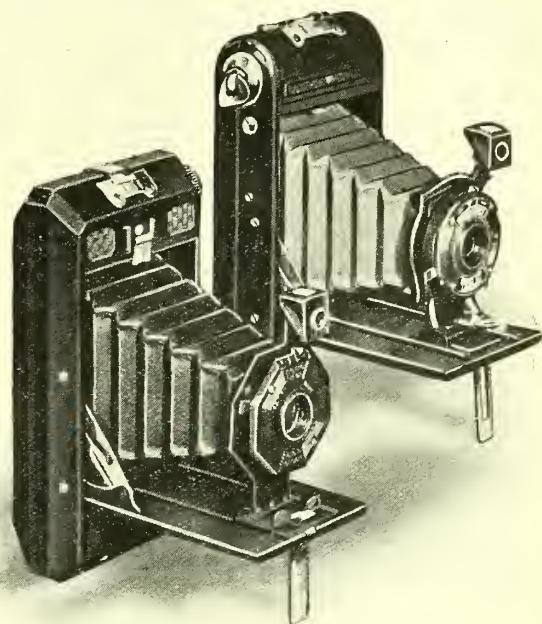
A STEREOSCOPIC CAMERA.—The Thornton-Pickard Manufacturing Co., Ltd., Altringham, have sent for our inspection their new model Stereo Puck camera. This is fitted with automatic swinging magnifiers and a three-



aperture sliding lens stop plate, thus very largely adding to the scope of the camera, making it suitable not only for ordinary use and middle distance, but also for portraits and close-up studies. A folding viewer is supplied with the camera.

SOHO, LTD., 3 Soho Square, London, W.1, have incorporated some unusual features in the design of their Pilot and Cadet folding cameras. The body and lens front of each is moulded of plastic material, the models of the first-named being in black and the latter rose-

wood colour. This material makes the cameras practically indestructible, and unaffected by heat or damp. Both are available with either a single or a double lens, while those models which have the latter have also chromium-plated fittings. The Cadets are all-distance



cameras. Elegant in appearance, rigid in construction, simple in operation, these inexpensive cameras should meet with a good demand since they undoubtedly meet the needs of the majority of those who provide the bulk of the work for D. and P. establishments.

Developing and Printing Problems

By Infra Red

THE powers that be of the Photographic Dealers' Association have for years past been endeavouring to maintain a fixed scale of charges for developing, printing and enlarging, and since its formation the Wholesale Photo Finishers' Association has been co-operating to that end. Until about two years ago nothing was attempted beyond appealing for local co-operation and goodwill between dealers and finishers in order to maintain the suggested minimum scale. Since it is within the power of any dealer or trade worker in an area to wreck such an arrangement it is not surprising that this method has been found unsatisfactory and ineffectual in many districts. It was not until about eighteen months ago that any serious organised effort was made to put an enforced price protection scheme into operation. During that time negotiations have taken place between the P.D.A. and W.P.F.A. and the manufacturers of sensitised materials with a view to putting into operation a scheme based on the so-called "Seven Point Plan," the main points of which were as follows:—

- (a) Every dealer on the "approved list" would be a member of the P.D.A.
- (b) The P.D.A. would accept responsibility for the maintenance of D. and P. prices and conditions.
- (c) Maintenance of D. and P. prices would be a condition of membership of the P.D.A.
- (d) P.D.A. members would use only those finishers on the W.P.F.A. membership list.
- (e) An approved list of finishers would be created by agreement between the W.P.F.A. and the manufacturers.
- (f) New finishers would be approved on a basis to be

determined by a W.P.F.A. and Manufacturers' Joint Council.

(g) Approved finishers would maintain P.D.A. prices, standard trade discounts and conditions, and operate only for P.D.A. members.

Point (a) presupposes compulsory membership of the P.D.A. for all dealers on the approved list, and if any member refused to comply with the price scale he would be ineligible for continued membership. This would entail his deletion from the approved list, and therefore the withdrawal of supplies of all photographic materials sold by manufacturers who support the scheme. Negotiations have apparently made little progress. Some manufacturers are intimately concerned with D. and P. price maintenance, others are interested in a much smaller degree, and it may be difficult to convince them that it is of any advantage to themselves to stop supplies to a customer who is cutting the price of an article in which they do not deal. On one hand it is argued that developing and printing is a service and does not lend itself to price protection by stopping supplies in the same way as with a proprietary article. The cost of the printing paper and materials used by a wholesale photo finisher only amounts to about 16 per cent. of his turnover, the greater part of his costs being in wages and overhead charges. The stoppage of supplies of sensitive materials could not be effective in itself in checking the price cutter, as there are so many alternative channels of supply available. It would also be very difficult to trace the source of supply of the materials used by any price cutter, as it would be impossible to "code" individual sheets of paper in the way that

roll films and other proprietary articles are code marked. On the other hand, it can be argued that developing and printing is now an essential and important part of the business of a photographic dealer and that photographic dealing, being a sideline with most of those who undertake it, will not receive the publicity and prominence it requires unless a reasonable profit is assured to the dealer. The price protection, which is, on the whole, very well maintained on general photographic supplies, is to some extent sacrificed if the work of developing and printing is to be undertaken without its due margin of profit. It may be further argued that price cutting in a service of this kind inevitably leads in the end to shoddy work and poor results, which is the worst possible advertisement for photography. Manufacturers spend huge sums of money in research and experimental work to produce the best possible cameras, films and papers, and to ensure certain and satisfactory results, but all this expense is worth nothing if bad workmanship destroys the finished product, namely, the print which is handed to the amateur.

Impossible to Stop Cutters

If it be true that negotiations on the "Seven Point Plan" have broken down—at least for the time being—what alternative method of price maintenance is possible? We are really thrown back upon local co-operation between dealers and finishers, and it remains to be seen whether a better organisation can secure a better result than formerly by this means. Both the dealers' and finishers' organisations have grown in strength and have established branches in important provincial centres. Neither can claim 100 per cent. membership, but both have a sufficiently strong following to call joint meetings of all dealers and finishers in any given area. If this is done and a general basis of agreement reached, it will be necessary to approach personally every dealer and finisher operating in the area who fails to attend the meeting in order to get as near as possible to complete agreement. I say "as near as possible" advisedly, because absolutely complete price maintenance is just as impossible with D. and P. prices as with any other article in popular demand. Are P.A.T.A. prices universally and completely maintained? Although there are plenty of cases of cutting and evasion, can any chemist honestly say that he would be better off without the P.A.T.A.? And this fact must be faced in any attempt to enforce a fixed scale for D. and P. charges—it is absolutely impossible to prevent the determined cutter from operating. Cutting off his supplies of sensitised materials by manufacturers and wholesalers, even if it were possible, will not stop him, because (a) supplies of sensitised paper for trade use are not, and are not likely to be, controlled in the same way as amateur supplies, and there are therefore innumerable sources of indirect supply; (b) this material can be bought in reasonable quantities direct from continental makers and, in spite of the duty, is still cheaper than English makers. (c) gaslight and bromide paper can be purchased in gross lots from any large retailer, and even at retail price it is possible for a man working on a small scale with low overhead charges to cut the price of prints. Cutting off the supply of chemicals is obviously impossible as there are so many alternative sources of supply. Apparatus can readily be purchased second-hand. It is equally impossible to close his sources of outlet, for if authorised dealers refuse to employ him he can find plenty of small shopkeepers willing to.

Outbreaks of Cutting Inevitable

It is just as well to be clear on this point and to face the facts, for occasional outbreaks of cutting by small workers are always likely to occur. So long as they are small they are best ignored, for if all the recognised dealers in any district are charging a reasonable and uniform price, that price is accepted by the great majority of the public as the proper price to pay, and work offered at a lower rate is looked on with suspicion. If the small worker grows bigger, his troubles will increase in proportion, for price cutting that is possible on a small scale becomes more difficult when larger premises or a larger staff are required, particularly where the best avenue of outlet to the public, through the

authorised dealers, is closed. If such a finisher is doing good work and making progress he will inevitably seek to do some of the work for recognised dealers, and it is then that pressure can be brought to bear to maintain the price scale; if he is doing poor work or giving an indifferent service his competition will have no lasting effect. Once dealers and finishers can be convinced that since 100 per cent. price maintenance may be impossible in any case, 90 per cent. price maintenance is far better than none at all, it should then be possible to frame a local agreement with a view to increasing that 90 per cent. protection later on to 95 per cent. or as near to the 100 as may be possible. Such a local agreement may have to be provisional in the first instance, subject to confirmation if sufficient support is forthcoming, and should include provisions:—

- (1) To maintain an agreed scale of retail prices and trade discounts.
- (2) To offer no free gifts, such as enlargements or albums.
- (3) Dealers to employ only recognised finishers who have signed the agreement.
- (4) Finishers to work only for approved dealers who have signed the agreement.

Exceptions may have to be made in (4) in special cases of old standing collecting points not in direct competition with an approved dealer. Agreements of this kind are already in operation in some South coast towns, and efforts are being made by the P.D.A. and W.P.F.A. to extend the scheme.

Approaching a Difficult Dealer

Probably the most difficult type of dealer to handle in relation to this scheme is the one with a number of branch shops who does his own work. It may be that his finishing works are at his own head address, and that overhead charges are not sufficiently separated to enable him to arrive at his true cost for this work. In any case, he may be in an advantageous position in having the definite outlet to the public at a certain number of points, all under his own control, for such an arrangement obviously lends itself to the most economical working. It will probably be impossible to ignore such a man or firm, and the best method of approach must be left to those with local knowledge. Usually it will be best to approach all others first and to get agreement among them subject to the acceptance of the firm concerned. If a large proportion could be obtained the local committee would be armed with a very tempting bait, as well as a sound business argument, when approaching the multiple shop concern. One important fact to bear in mind, and a very good reason for pushing forward with local agreements, is that the largest firm of multiple chemists has up to now strictly maintained P.D.A. rates in spite of sniping from all directions, and if once they decide to retaliate it will become well nigh impossible to get any sort of agreement above the prices they adopt. Without doubt there will be found in some towns one or two individuals who will render local agreement impossible. How to deal with them is the biggest problem of all. Two methods suggest themselves to me as worth pursuing. First to proceed with towns where agreement is possible (this is already being done), and then to again approach the difficult areas with concrete instances of what has been done elsewhere. Secondly, to approach those manufacturers who are known to be sympathetic to D. and P. price maintenance and to attempt to secure some concession, by way of preferential discount or other means, to those dealers who are maintaining fixed prices and giving an approved service. Human nature being what it is, it is very doubtful if any arrangement can be permanently successful unless some penalty can be brought to operate against dealers who break away from the price scale, or those who, by their attitude, make local agreements impossible. If manufacturers are unwilling to stop supplies of all goods to delinquents, they may be persuaded to so rearrange their scales of trade discounts as will permit of best terms only being obtainable by dealers who have adhered to certain conditions including regular window display and the supply of D. and P. work by an approved finisher at an agreed scale.

"Sell More per Spool Campaign"

ABOUT 350 dealers and finishers attended the two lectures given by Mr. A. W. Richardson, Kodak, Ltd., Kodak House, Kingsway, London, W.C., on March 22 and 23. These two lectures completed the scheduled list arranged in connection with the Kodak "Sell more per Spool" campaign which has been carried to the majority of the important cities throughout the British Isles. By means of this tour the precise details of the campaign and all that it means, and much interesting detail concerning the results obtained by finishers who operated the scheme in 1932, has been given to close on 2,000 dealers and finishers. During the course of his lecture Mr. Richardson has stressed the important development in connection with the control of not only the retail selling price, but also of the wholesale selling price by means of the conditions of sale which have been indicated by Messrs. Kodak in connection with the supplies of the essential items required for the "Braemar" picture.

The "Sell more per Spool" campaign is designed essentially to facilitate the booking of the additional sale in every wallet. As a result of tests made it has been shown that only one packet of prints out of twenty results in a conversation between the dealer and his amateur customers. The difficulties under which the average dealer-chemist must work make the problem of selling more per spool no easy one. The scheme now put forward disposes of many of the difficulties; it is, briefly:—

- (a) The production of a fixed price proprietary line enlargement;
- (b) one style, one size, one price;
- (c) complete, ready to hang up or stand—preferably framed.

A few specimens of this one standard line only are required. It is possible to say "Your picture will be like this." Enlargements being complete, framed, ready to stand or hang up, tends to encourage the amateur to display it at home instead of storing it in a drawer where it is liable to be forgotten. A picture displayed at home acts as an inducement to other amateur photographers to have their snaps similarly enlarged. Such an enlarge-

ment as the "Braemar" picture teaches the amateur to consider prints as a preliminary only to the selection of one or more for preservation as a picture. There can be little doubt, therefore, that from the dealer's viewpoint these three main points in the plan are all important and remove almost entirely the difficulties.

The supreme importance of counter effort by the retail salesman has been stressed in this campaign. The relative value of the counter display and the window display for advertising special enlarging lines has been considered, and it is now recommended that for the present year the counter display will be found to be most advantageous. A display of one "Braemar" picture on a counter with the price card included is calculated to influence more sales than even half-a-dozen or more similar specimens in the window without the support of a counter display.

The lecturer dealt with the value of the wallet stuffer in relation to sales. The essential point in connection with the stuffer must be that it should advocate one line at one price. It is claimed that on tests made last year the wallet stuffer has proved to be the most essential and valuable item in the display matter. It must be used as a stuffer and not as a counter leaflet. The finisher should, if possible, insert it in the wallet with the prints. If he can put a print inside the stuffer, so much the better. The wallet stuffer designed for the "Braemar" picture is undoubtedly unique, and provides a simple folder which takes the form of an illustration in colour of the "Braemar" frame. The insertion of a contact print inside the folder under the "cut out" frame has the effect of framing up the contact print in a miniature "Braemar" frame. As a selling medium it would appear to be ideal. As a further important suggestion in the making of rapid and good sales, Mr. Richardson suggested that consideration might be given to the payment of a small commission to the assistants for the sale of this particular line. Mr. Richardson did not hesitate to state that he had been criticised for making this suggestion, and that some of the criticism took the form of a complaint that the assistants would resent being offered "a bribe" of this kind to encourage them in their work. Mr. Richardson suggested that in the interests of sales the resentment might be worth risking.

Electrolytic Manufacture of Hypo

THE new process for the manufacture of sodium hyposulphite, or, rather, sodium thiosulphate, is worked on the electrolytic principle, and besides ensuring a purer product, is expected to turn out the salt much more economically. The ordinary chemical reduction process often resulted in impurities entering the crystals. For example, the zinc reduction method, still largely employed in this country, cannot but lead to inclusions of impurities obtained from the metal itself. The zinc used is understood to be the pure metal, but economical considerations have often been responsible for the introduction of a much lower grade of metal being employed. Considerable difficulties had to be overcome at the commencement of this work as a result of the electrolytic and electro-chemical factors not being properly understood. It has since been realised that the chemical reduction method, using zinc as the reducing agent, is essentially an electro-chemical process. Zinc belongs to that class of metals which are known to possess high hydrogen overvoltage, that is, instead of a considerable discharge of hydrogen taking place in the process, an intensive reduction sets in. The ordinary chemical reduction process consists of reducing solutions of sodium sulphite, or rather acid sodium sulphite by means of metallic zinc. The older processes of making the salt by additions of sulphur to sodium sulphite, or caustic soda, or by passing sulphur dioxide gas into sodium sulphide

solutions all result in a certain amount of complex sulphur compounds being formed.

The salt was therefore rendered impure, and was unsuitable for many pharmaceutical purposes, although this was not of the same importance in photography. The introduction of the zinc reduction process saw a distinct advancement in the production of the pure salt, but, as mentioned, the pure metal itself must be employed in the process. Zinc as a rule tends to contain many impurities, and the worst of these, from the standpoint of making up drugs, is that of arsenic. The new electrolytic process ensures the purest form of zinc being employed, as the electrodes of this metal are made of the thin rolled sheet which in itself is a good indication of the extent of the purity. The metal could not be rolled out in this fashion if impurities were present to any appreciable extent. When experimenting on the process, it was expected that iron would act as a strong reducing agent in place of the more expensive metal zinc. Whilst theoretically this should be expected, in actual practice the iron unfortunately became passive and will not reduce.

Principles Involved

The electro-chemical process, which permits of the use of the necessary cathodic polarisation and no more, is the most economical. It is considered to be one of the

most advanced methods of recent times. The lack of accurate theoretical knowledge was responsible for retarding progress in this work, but once these factors were properly understood, the high grade of the "hypo" produced demonstrated that it would not take long to outclass probably all other systems.

Without entering too deeply into the nature of the reactions which occur, an approximate survey may serve to illustrate how the electrolytic process makes the salt. By calculation it was proved that much chemical energy was lost or wasted as a result of the reduction by zinc. After a certain concentration of sulphur dioxide ions had been reached under different conditions, it was observed that the action temporarily ceased and no more was apparently formed, and hyposulphite ions were formed instead. The reaction is accelerated by the presence of fresh sodium bisulphite, and this acceleration is gained proportionally to the square of its concentration. It is necessary to work at a low temperature to prevent loss by decomposition. The production of strong hyposulphite solutions are best served by a high current concentration. This follows the successful results of the chemical reduction of zinc which are largely due to the fact that the conditions are those of an electrolysis at a very high current concentration. The rate at which hyposulphite may be made by electro-chemical formation is considerable compared with its rate of chemical decomposition. In this way the concentration rises very rapidly. The maintenance of a hyposulphite solution at a given strength can only be obtained by employing a current of definite concentration. If this current be exceeded, the solution becomes more concentrated, and if a weaker current be employed, a more dilute solution is formed. The losses sustained as a result of other sulphur oxide salts being formed is mostly due to incorrect selection of the cathode material used. One example cited is that of employing lead electrodes whereby the reduction only amounted to about 5 per cent. of the total current. Other metals, such as copper and nickel electrodes, raised this figure to about 25 per cent. of the current used. This choosing of the electrode material is important as a result of the hydrogen evolved, and various catalytic actions effect the results. Different samples of the same metal gave variable results which more or less indicates that catalytic influences are at work, and that the overvoltage of the metal itself is not necessarily the most important factor. The temperature of the solutions have to be kept below normal atmospheric temperatures by means of refrigerating plant.

Plant Employed

The plant in which the pure "hypo" is made directly by one reaction, simply consists of a number of cells made of earthenware material. The electrodes which cause the decomposition are connected in series in the vats whilst the latter are linked up in parallel with the dynamo. The electrolyte is caused to circulate continuously by passing by gravity into a spare tank outside. When this has filled up to a certain level with half-spent "hypo" solution, a ball cistern causes a mercury switch to function. This in turn operates a small centrifugal pump, with the result that the solution is pumped up to an overhead tank which supplies the electrolytic cells. In this way, the electrolyte is kept in continuous motion without the need for any labour to handle it. In a like manner the electrolysis proceeds continuously without any manual work being required until the cells of finished liquor have to be emptied. The supply tank takes the form of an improvised refrigerator in which the electrolyte is cooled to below 8° C. This cooling is caused by the evaporation of liquid ammonia, the vapour formed being afterwards condensed and used over again. This form of refrigerator consists of a series of coils of special welded tube wound each in one length so as to avoid inaccessible joints. The liquid ammonia enters through a regulating valve and is vaporised, thus reducing the temperature of the hyposulphite liquors which surround the coils. When the process was first introduced, it was found necessary to pass in a small current of sulphur dioxide gas. This was because the solution in the immediate neighbourhood of the cathode became alkaline, and the addition of a regular small supply of gas neutralised

this and raised it to the proper acidity. The sulphur dioxide supply is obtained from a small sulphur burner or atomiser installed in close proximity to the rest of the plant. The progress of the electrolysis is ascertained by means of simple chemical tests, and when a definite concentration of "hypo" has been secured in pure condition, the cells are emptied into a large evaporator. There is nothing original in the system of evaporation, which is directly conducted by heating in a steam-heated pan. The resulting crystals represent the purest form of sodium hyposulphite obtainable, and all of it is the one composition. Although appearing somewhat complex at first sight, the plant is an extremely simple one, as the circulation of the electrolyte is maintained by an automatic pump, the cooling is performed automatically by a refrigerator, whilst the electrolysis proceeds smoothly and consistently. The question might arise as to what labour is required on an up-to-date plant of this kind, and it has to be admitted that when once charged, there is little left to be done until the process is completed. The labour-saving devices are such that only one man is required in attendance, and his duties are chiefly to see that the ammonia compressor of the refrigerator is working properly, and other small odd jobs. As regards current efficiency this is usually maintained at a figure beyond 80 per cent., but the question of current density in this particular process is really of minor importance. The plant is comparatively small but compact, and is worked continuously night and day so as to keep the evaporator fully occupied. In conclusion, it should be added that although the crude "hypo" salt does for photographic purposes, there is little doubt that the pure salt if obtained cheaply would be preferred since it forms the double salt with silver much more perfectly.

The foregoing process was worked out on the Continent a few years ago, and it has now been introduced in this country. Judging it from economical results, the rapidity with which the product may be turned out, and the high standard of purity of the crystals, it is contended that a great future is in store for this work.—*C. C. D.* (3/3).

New Books

Tiptaft, N.—*The Man Who Went on Business*. 7*½* in. by 4*¾* in. Pp. 149. 5s. Tiptaft, Ltd., Holyhead Road, Birmingham. [A forcible and humorous presentation of the case for the British manufacturer who is cultivating an export trade. The experiences of the author during a business tour of the world form the ground-plan of the book.]

Bentley, A. O.—*Aids to Dispensing*. Second edition. 6*½* in. by 4 in. Pp. viii + 204. 3s. 6d. Baillière, Tindall & Cox, 7 and 8 Henrietta Street, London, W.C.2. [The first edition was published in 1928. The new edition has been prepared so as to be applicable to the British Pharmacopoeia, 1932; the opportunity has been taken to include a chapter on sterilisation and to rewrite the chapter on injections.]

Mackie, H. B.—*Principles of Pharmacy*. 7*¾* in. by 5 in. Pp. 281. 10s. 6d. J. & A. Churchill, 40 Gloucester Place, London, W.1. [The sections are arranged in the order adopted by the author in his lectures at the Brighton Technical College. Notwithstanding limitation of space, the details of such typical subjects as hydrogen-ion concentration, isotonic solutions and emulsions are clearly presented. There are sixty-seven illustrations.]

Friend, J. Newton.—*A Text-Book of Physical Chemistry*. Vol. I. 8*½* in. by 6 in. Pp. 501. 24s. Charles Griffin & Co., Ltd., 42 Drury Lane, London, W.C.2. [Dr. Newton Friend, editor and part author of the well-known "Text-Book of Inorganic Chemistry," in eleven volumes, has completed the first of two volumes which are to constitute a text-book of physical chemistry. The presentation of the subject-matter is attractive, and the illustrations (with plates, etc.) number over 200.]

Trade Report

Where possible scales of prices of chemicals are given for bulk down to small quantities. Prices recorded for crude drugs, essential and fixed oils and coal tar products are for fair sized wholesale quantities. Qualities of chemicals, drugs, essential and fixed oils, etc., vary, and selected brands or grades would be at higher values

28 Essex Street, W.C.2, March 30

THERE have been very few outstanding features in the markets this week and conditions are generally unchanged, with business moving on restricted lines and the tone about steady. The pharmaceutical markets call for little comment; business has been more or less routine in character, with no material price changes, but there is rather too much cutting to be satisfactory. It is interesting to note that a free-running hexamine crystal of home production is on the market at attractive prices. The position in most crude drugs is steady, but there is a lack of good-sized orders. The shipment market for new crop buchu is firm. Belladonna root is short on spot. A substantial advance in shipment prices for Norwegian cod-liver oil is recorded, consequent upon the poor fishing; this market may show further movements. Gum acacia is neglected and weak. Menthol is quoted easier on the week and is dull. Rhubarb, with a spot shortage, is very steady. Tinnevelly senna leaves of good quality are fetching full prices and look like going dearer. The essential oils markets seem to be suffering from a mild epidemic of price cutting and some of the chief lines are quoted over an unusually wide range of values. Bergamot, in small demand, is irregular, although the latest shipment advices suggest better conditions at very low rates. Java and Ceylon citronella are dull and quoted rather easier. Bourbon geranium is cheaper, while the Algerian product is firmer at origin. Sicilian lemon is again easier, but it seems that not a little of the season's business has already been booked. The market dealing in orange is dominated by the cheap French colonial product. Japanese peppermint is easier and business has been slow, but there is a fair inquiry for goods near at hand. The American natural oil is advised as dearer for shipment; a not unexpected move with crop shortage and increased shipments.

Exchange Rates on London

THE following is a list of the chief Continental and other exchange rates at the opening on Thursday morning:—

Centre	Quoted	Par	March 30	Value of the £
Amsterdam	Fl. to £	12·107	8·48	14/0½
Berlin	Mks. to £	20·43	14·32½	14/0½
Brussels	Belga to £	35	24·50½	14/0
Copenhagen	Kr. to £	18·159	22·7	24/8½
Lisbon	Esc. to £	110	110	20/-
Madrid	Ptas. to £	25·22½	40½	32/1
Milan	Lire to £	92·40	66½	14/4½
Montreal	Dol. to £	4·86½	4·13½	16/11½
New York	Dol. to £	4·86½	3·41½	14/0½
Oslo	Kr. to £	18·159	10½	21/5½
Paris	Fr. to £	124·21	86½	14/0
Prague	Kr. to £	164·25	115	14/0
Stockholm	Kr. to £	18·159	18·90	20/9½
Warsaw	Zloty to £	43·38	30½	14/2½
Zurich	Fr. to £	25·22½	17½	14/0½

Bank rate 2 per cent.

Pharmaceutical Chemicals, etc.

THIS market has been doing just a normal routine business and quoted prices are all about maintained, but there is an increasing tendency to force sales at cut prices. Hexamine is reported cheaper, and such products as phenacetin are suffering from keen sellers.

ACETANILID meets with some small demand, market steady: B.P. crystals and powder, 1s. 5½d. to 1s. 8d. per lb., as to quantity.

AMIDOL.—Rather more inquiry with quoted prices unchanged: 56 lb., 7s.; 28 lb., 7s. 6d.; 14 lb., 7s. 11d. per lb., in 7-lb. tins.

AMIDOPYRIN.—Dealers' prices are steadier for spot and forward would be slightly dearer: crystals, five cwt.,

17s. iod.; two cwt., 18s. 3d.; less than two cwt., 19s. per lb., with powder 2½d. per lb. extra.

AMMONIUM ICHTHIOSULPHONATE.—Market is steady with a limited business passing: one cwt., 1s. 6½d. in 14-lb. tins; 1s. 8d. in 1-lb. tins; 1s. iod. in 8-oz. tins, and 2s. per lb. in 4-oz. tins.

ASPIRIN.—The demand has not been quite so brisk, but the market is very steady at makers' and dealers' prices: home trade, ten cwt., 2s. 9d.; five cwt., 2s. iod.; one cwt., 2s. 10½d.; 28 lb., 2s. 11d.; 14 lb., 3s.; 7 lb., 3s. 2d. per lb. Export to Colonies and British Possessions: ten cwt., 2s. 9d.; five cwt., 2s. iod.; one cwt., 2s. 10½d. per lb., f.o.b.; less than one cwt., 2s. 11d. per lb., ex works.

BARBITONE.—Dealers' spot values are maintained; forward slightly dearer: spot, one cwt., 11s.; 56 lb., 11s. 4d.; 14 lb., 11s. 9d.; small parcels, up to 12s. 4d. per lb.

BENZONAPHTHOL.—Market is dull; spot is quoted from 3s. 2d. to 3s. 6d. per lb., as to quantity.

BENZOIC ACID (B.P.)—A very fair inquiry is being received, market steady: quantities, ex works, 1s. 9½d.; spot parcels, 1s. iod. to 2s. 1d. per lb., ex store, as to quantity.

BISMUTH SALTS.—Makers' prices for these salts continue at former figures.

BROMIDES.—This market is steadily maintained at makers' and dealers' former prices; inquiry is fairly satisfactory: ammonium, not less than five cwt., 1s. 9d.; one cwt., 1s. iod.; 28 lb., 2s. 1d.; smaller quantities, 2s. 5d. per lb.; potassium B.P. crystals and granular, not less than five cwt., 1s. 6d.; one cwt., 1s. 7d.; 28 lb., 1s. iod.; smaller quantities, 2s. 2d. per lb.; sodium B.P., not less than five cwt., 1s. 8d.; one cwt., 1s. 9d.; 28 lb., 2s.; smaller quantities, 2s. 4d. per lb. net, without engagement. Special prices for larger quantities.

CAFFEINE.—Only a small business with competition keen: pure alkaloid, 5s. to 5s. 6d. per lb.; citrate, 4s. 3d. to 4s. 8d. per lb., as to quantity.

CALCIUM LACTATE.—Market is steady as quoted, business light: spot, one cwt., 1s. 1d.; 56 lb., 1s. 1½d.; 28 lb., 1s. 2½d.; smaller quantities, up to 1s. 6d. per lb.

CHLORAL HYDRATE.—The home trade prices quoted by makers are steady: duty-paid crystals, in 14-lb. free containers, five cwt., 3s. 4d.; one cwt., 3s. 5d.; 56 lb., 3s. 6d.; 28 lb., 3s. 7d.; 14 lb., 3s. 8d. per lb.; 28-lb. jars one penny per lb. extra.

CHLOROFORM.—Makers' prices for home trade are as follows: in drums, 2s. 3d. to 2s. 6d.; winchesters, 2s. 3½d. to 2s. 6½d.; 2-lb. bottles, 2s. 4½d. to 2s. 7½d.; 1-lb. bottles, 2s. 5½d. to 2s. 8½d.; 8-oz. bottles, 2s. 6½d. to 2s. 9½d.; 4-oz. bottles, 2s. 8½d. to 2s. 11½d.; for 10 cwt. down to 56-lb. lots; carriage paid on minimum cwt. lots.

CITRIC ACID (B.P. CRYSTALS).—Makers' quoted price for home trade is unchanged at 9½d. per lb., less 5 per cent., nominal and without engagement. Dealers are quoting spot at keen prices.

CREAM OF TARTAR.—The home trade quotation for 99 to 100 per cent. is holding at 8s. per cwt., less 2½ per cent. discount, nominal and without engagement. Dealers are offering spot at about the same figures.

CREOSOTE CARBONATE.—Dealers are quoting fair quantities at about 8s. 3d. to 8s. 6d. per lb.; small parcels, in 1-lb. bottles, up to 10s. per lb.

GUAIACOL CARBONATE.—Dealers' spot values are rather dearer in the region of 9s. to 9s. 9d. per lb., as to quantity; slightly higher prices to come forward.

HEXAMINE.—English free-running crystals are being offered at 2s. per lb. for one-cwt. kegs; smaller quantities in bags at higher prices. English, rough powder, 1s. 8d. per lb., in kegs. Foreign free-running crystals, one cwt., 2s. 3d. per lb., in kegs, and higher prices for smaller quantities. A fair business is being done, with interest shown in the home-produced free-running crystal.

HYDROQUINONE.—Inquiry is improving with quoted prices keeping steady: ten cwt., 5s. 7½d.; five cwt., 5s. 8d.; two cwt., 5s. 9d.; one cwt., 5s. 9½d.; 56 lb., 5s. iod.; 28 lb., 6s.; 14 lb., 6s. 2d.; 7 lb., 6s. 6d. per lb., carriage paid.

IODIDES.—Makers' prices for these salts continue at former figures.

LACTIC ACID (B.P.).—Business is limited and there is competition for any important inquiry; quantities in carboys, is. 5d. to is. 6d.; in winchesters, is. 7d. to is. 9d. per lb., as to quantity.

MERCURIALS.—Makers' prices are as follows:—

	Under 112 lb.	Not less than 112 lb.
	Per lb. s. d.	Per lb. s. d.
Ammoniated lump, B.P. (white precip.)	4 10	4 9
Ammoniated powder, B.P.	5 0	4 11
Bichloride lump, B.P. (corros. sub.)	4 1	4 0
Bichloride powder, B.P.	3 9	3 8
Chloride, B.P. (calomel)	4 10	4 9
Red oxide cryst., B.P. (red precip.)	5 11	5 10
Red oxide levig., B.P.	5 5	5 4
Yellow oxide, B.P.	5 3	5 2
Persulphate white, B.P.C.	5 0	4 11
Sulphide black (hyd. sulph. cum sulph.) 50 per cent.	4 11	4 10

Net, without engagement. Special prices for large quantities and for contracts deliverable during three months.

METHYL SALICYLATE (B.P.).—This market continues steady at full prices, business is satisfactory: one ton and over, is. 41d.; ten cwt., is. 5d.; five cwt., is. 5½d.; one cwt., is. 6d.; less than one cwt., is. 6½d.; small quantities in bottles, up to 2s. per lb.

METHYL SULPHONAL.—Spot values are steady with forward costing rather more: two cwt., 19s. 6d.; one cwt., 20s.; 56 lb., 20s. 9d.; small parcels, 21s. 6d. per lb.

METOL.—Market steady with more inquiry: 56 lb., 9s. 3d.; 28 lb., 9s. 6d.; 14 lb., 9s. 9d.; 7 lb., 10s. 9d. per lb., in 7-lb. tins, bottles extra. Wholesale distributors' prices for smaller quantities at higher prices.

MILK SUGAR.—Continental material is quoted slightly cheaper; inquiry is fair: one ton, 53s.; ten cwt., 54s.; two cwt., 55s. per cwt., in two-cwt. cases.

PARAFORMALDEHYDE.—A moderate inquiry with prices rather keen in some quarters: 100 per cent. powder, quantities in kegs, is. 2½d. to is. 3½d.; smaller parcels up to is. 8d. per lb.

PHENACETIN.—The controlled prices for this article are not always effective, but there is not much business moving: crystals or powder, ten cwt., 4s. 1½d.; five cwt., 4s. 3d.; one cwt., 4s. 4½d.; 56 lb., 4s. 6d.; less than 56 lb., 4s. 9d. per lb., carriage paid on minimum cwt. lots. No falling clause on contracts over twelve months.

PHENAZONE.—Business is not of much account and there are isolated cheap sellers: crystals, ten cwt., 9s. 7d.; five cwt., 9s. 11d.; two cwt., 10s. 2d.; and less, up to 11s. per lb.; with powder, 2½d. per lb. extra.

PHENOLPHTHALEIN.—The market is steady at fixed prices, but there is not much doing: two cwt., 4s. 7d.; one cwt., 4s. 8d.; 28 lb., 4s. 11d.; 14 lb., 5s. 2d.; 7 lb., 5s. 5d.; smaller parcels up to 5s. 8d. per lb.

POTASSIUM SULPHOGUAICOLATE.—Dealers' spot prices range from close up to 6s. to 6s. 3½d. per lb., as to quantity.

QUININE SALTS.—Controlled prices for these salts are steady at the recent reductions; sulphate, is. 9d.; bishydrobromide, 2s. 5½d.; phosphate, 2s. 8½d.; ethyl carbonate, 2s. 4d.; salicylate, 2s. 4d.; hydrochlor., 2s. 2½d.; hydrobromide, 2s. 2½d.; bisulphite, is. 9d.; bishydrochloride, 2s. 5½d. per oz., carriage paid on bulk quantities.

RESORCIN.—Quoted prices are firm for any foreign available on spot at 5s. 9d. to 6s. 1d. per lb., as to quantity. British is quoted as follows: crystals, one cwt., 4s. 11d.; 56 lb., 5s.; 28 lb., 5s. 1d.; 14 lb., 5s. 3d.; 7 lb., 5s. 6d.; less than 7 lb., 6s. per lb.

SALICYLIC ACID (B.P.).—Makers' prices are unchanged, market firm: one ton, is. 7d.; ten cwt., is. 7½d.; five cwt., is. 8d.; one cwt., is. 8½d.; 28 lb., is. 9d.; 14 lb., is. 10d.; 7 lb., 2s. per lb.

SALOL.—Business is still very limited in this product: spot, crystals, two cwt., 5s. 9d.; one cwt., 5s. 11d.; 56 lb., 6s.; smaller parcels, 6s. 2d. per lb.; powder 2d. per lb. extra.

SANTONIN.—The controlled prices for this product are unchanged: not less than 50 kilog., 125 dollars per kilog. up to 162 dollars for not less than one kilog. Smaller quantities at higher prices. Occasional outside offers.

SODIUM BENZOATE (B.P.).—Material conforming to the 1932 B.P. standard is quoted at is. 8½d. for bulk quantities and up to is. 10d. per lb. for small parcels.

SODIUM DIETHYLBARBITURATE.—Inquiry is limited, market quoted unchanged: spot, one cwt., 12s. 9d.; 56 lb., 13s.; 28 lb., 13s. 3d.; 14 lb., 13s. 6d.; 7 lb., 13s. 9d.; smaller parcels, up to 14s. per lb.

SODIUM SALICYLATE (B.P.).—Business is about average with the market steady at makers' prices: home trade, powder, two tons, 2s.; one ton, 2s. 0½d.; ten cwt., 2s. 1d.; five cwt., 2s. 2d.; one cwt., 2s. 3d.; 28 lb., 2s. 4d.; 14 lb., 2s. 6d.; 7 lb., 2s. 7d.; 1 lb., 2s. 8d. per lb., with crystals one penny per lb. extra.

SULPHONAL.—Some small spot business is being done with dealers' prices steady: crystals, two cwt., 15s. 9d.; one cwt., 16s. 4d.; 56 lb., 16s. 7d.; smaller parcels, up to 17s. 3d. per lb., with powder, 2½d. per lb. extra.

TARTARIC ACID (B.P. CRYSTALS).—Makers' quoted price for home trade is unchanged at 10½d. per lb., less 5 per cent. discount, nominal and without engagement. Dealers are offering spot at keen prices.

THEOBROMINE.—Very keen competition is noted with not much business moving. pure alkaloid, 4s. 11d. to 5s. 4d. per lb.; sodium salicylate, 4s. 8d. to 5s. 2d. per lb., as to quantity.

THYMOL.—There is not much demand on spot; market is keen: synthetic, fine white, one cwt., 5s. 3d.; 56 lb., 5s. 4½d.; 28 lb., 5s. 6d.; 14 lb., 5s. 9d. per lb.; ex ajowan seeds, one cwt., 7s. 3d.; 56 lb., 7s. 4½d.; 28 lb., 7s. 6d.; 14 lb., 7s. 9d. per lb.

VANILLIN.—A fair business in limited quantities is being done and the market is about steady: 100 per cent., one ton, 14s. 3d.; ten cwt., 14s. 6d.; five cwt., 14s. 9d.; three cwt., 15s.; one cwt., 15s. 3d.; 56 lb., 15s. 6d.; 28 lb., 15s. 9d.; 14 lb., 16s.; less, 16s. 3d. per lb.

Crude Drugs, etc.

AGAR AGAR.—Spot is slow and unchanged; shipment is very steady with a little inquiry: spot, Kobe No. 1, 2s. 3d.; No. 2, 2s. 1d.; Yokohama No. 1, 2s. 1d. per lb.; shipment, Kobe No. 1, is. 7d.; No. 2, is. 5½d.; Yokohama No. 1, is. 5½d. per lb., c.i.f.

ANTIMONY.—Market is quoted unchanged and remains dull. Chinese, crude, spot, nominal; shipment, £17, c.i.f. Chinese oxide, spot, £28; shipment, £21 10s., c.i.f.

BALSAMS.—Some small lots of good quality *Tolu* are offered on spot at 3s. 6d. to 3s. 7d. per lb. Canada is dull and now offered at about 3s. 1d. per lb.

BELLADONNA.—Good test root on spot is scarce and is well held for 6s. 6d. to 6s. per cwt. Leaves are offering in the region of 6s. per cwt.

BUCHU.—Although actual business in the shipment market has so far been comparatively small, there is a good deal of interest. The market is firmly held, with information that the crop gathered this season will be less than normal. It is understood that f.a.q. green rounds have been done at 9½d. per lb., c.i.f., but for good clean green rounds probably at least a penny more would be required. Spot is unchanged with the usual small bals business passing.

CAMPHOR.—Spot is unchanged with little doing; shipment is steady with occasional inquiry: spot, slabs, 2s. 3d.; flowers, 2s. 3d.; tablets, 2s. 8d. per lb.; shipment, slabs, 1s. 9d.; flowers, 1s. rod.; tablets, 2s. 1d. per lb., c.i.f. English refined is quoted unchanged: flowers, one cwt., 3s. 1d.; 28 lb., 3s. 2d.; small lots, 3s. 3d. per lb. Transparent tablets, 4 oz., 8 oz., and 16 oz., 3s. 4d.; 1 oz. and 2 oz., 3s. 5d.; ½ oz., ¾ oz., and ¼ oz., 3s. 6d. per lb.; special prices for contracts for quantities.

CASCARA SAGRADA.—1932 peel on spot is steady at 6s. 6d. per cwt.

CLOVES.—Business has been rather slow, but the market is about steady. Zanzibar, spot, 6½d.; shipment, March-April, 5½d. per lb., c.i.f.

The landings of Zanzibar in London during the week ended March 18 were 132 and the deliveries 35, leaving a stock of 1,521. From January 1 to date, landings of Zanzibar have been 950 and the deliveries 903. Landings of Madagascar for the week ended March 18 were nil, and the deliveries 3, leaving a stock of 1,109. Landings of Madagascar this year to date have been nil and the deliveries 47.

COCOA BUTTER.—Prime English is quoted from 8½d. to 10d. per lb., as to quantity. Business is slow.

COCONUT (DESICCATED).—Spot values are easier, forward is slightly cheaper. Spot, fine, 2s.; medium, 2s. 3d.; shipment, halves, March-April, 19s. 6d.; April-June, 19s. 3d. per cwt., c.i.f.

COD-LIVER OIL.—As a result of the poor fishing results of last week, with no improvement reported up to Wednesday, the shipment market is much firmer and prices show a sharp recovery. The trend of the market depends largely upon the fishing of the next two or three weeks, which are the principal of the season. The loss in oil compared with last year is, as

yet, not considerable, but, unless there is a big improvement between now and mid-April, the deficiency is likely to be material and will undoubtedly affect shipment prices. Up to March 25 fishing and oil results were as follows: 78,876 tons of cod with 48,333 hectol. of oil, compared with 82,846 tons and 50,508 hectol. in 1932; 63,737 tons and 30,760 hectol. in 1931 and 125,807 tons and 50,179 hectol. in 1930. Shipment: finest Lofoten steam-refined medicinal oil, 90s. per barrel, c.i.f. Spot, 107s. 6d. per barrel. Some brands may be slightly cheaper.

DAMIANA LEAVES.—Dealers are offering spot supplies at about 1s. 1d. per lb.

DIGITALIS LEAVES.—Spot supplies are quoted at about 6os. per cwt.

ERGOT.—Some limited business has been done; prices are unchanged. Russian, 11½d.; Spanish, 1s. 7d.; Portuguese, 1s. 6d. per lb., all duty paid.

GELATIN.—Market has been rather quiet; quoted unchanged: spot, gold leaf, 2s. 2d.; silver leaf, 2s.; bronze leaf, 1s. 9d.; thin leaf, 1s. 8d. per lb. in cwt. lots.

GENTIAN.—French root for April shipment is quoted at 6os. per cwt.

GINGER.—The market is quoted cheaper and business is quiet. West African, spot, 17s. 6d.; for arrival, 14s. 9d. per cwt., c.i.f.

GUM ACACIA.—This market remains flat and is unsteady: spot, Kordofan cleaned sorts, 35s. 3d.; natural, 33s. 9d.; bleached, 70s. to 72s. 6d. per cwt.; shipment, Kordofan cleaned sorts, 31s.; natural, 30s. per cwt., c.i.f.

HONEY.—This market remains quiet, but the tone is generally steady. Spot, Jamaican, dark manufacturing, 28s. 6d. to 29s. per cwt. Californian white clover, 52s. per cwt. Domingo, amber, 30s. per cwt.

HYDRASTIS.—The call on spot for this product is slow; quoted in the region of 4s. 3d. per lb.

IPECACUANHA.—Some few odd sales have been made, with good-quality fetching up to 5s. for a small parcel. The usual figure mentioned for Matto Grosso is about 4s. 9d. per lb.

LIQUORICE ROOT.—Some whole natural root on spot is offered at 18s. 6d. and cuttings at 27s. 6d. per cwt.

MANNA.—Small lots of selected flake on spot are quoted at 3s. 6d. per lb. in tins.

MENTHOL.—The spot market has not livened up at all; K/S brands are now offering at about 15s. 6d. per lb. and less for bulk quantities. For goods afloat there are sellers in the region of 13s. 3d. per lb., c.i.f.

MERCURY.—The shipment figure for Spanish-Italian continues in the region of 33 dollars 50 cents per bottle, f.o.b. Continent, and inquiry is sustained. Business on spot in small parcels is average with prices about £9 12s. to £9 15s. per bottle, ex store.

OPIUM.—The market continues steady, with inquiry limited. Shipment, 1s. per unit, for bulk quantities, landed and duty paid; smaller parcels, from 1s. 1d. per lb.

ORANGE PEEL.—Thin cut, new crop, 1s. 2d.; bitter quarters quoted at about 35s. per cwt., spot.

PEPPER.—The market has been quieter this week and values are barely maintained. Lampung, spot, 52d.; shipment, March-May, 47d.; April-June, 4d.; May-June, 4d. per lb., c.i.f. Tellicherry, spot, 5½d.; shipment, March-April, 38s. 3d. per cwt., c.i.f. Aleppy, spot, 52d.; shipment, March-April, 38s. 3d., c.i.f. White Muntok, spot, 6½d.; shipment, March-May, 5½d.; April-June, 5½d.; May-June, 5½d. per lb., c.i.f.

PIMENTO.—At slightly better prices the market is quite steady. Spot, 2½d. per lb.; shipment, March-April, 23s. 6d.; May, 23s. 9d. per cwt., c.i.f.

POPPY HEADS.—It is understood that supplies are very scarce.

RHUBARB.—This market is fully steady as quoted. Shensi, 4s. 3d. to 4s. 6d. for medium to bold round. Rough round, high dried, 1s. 1d. to 1s. 2d. per lb. Canton, 2s. 6d. per lb.

RUBBER.—The market is quoted fractionally lower on the week; business has been limited. Standard ribbed smoked sheet, spot, 2½d.; April, 2½d.; May, 2½d.; June, 2½d.; July-September, 2½d.; October-December, 2½d.; January-March, 2½d. per lb. Closing steadier.

SAFFRON.—Market is steady with the usual small business passing: spot, prime B.P., 6os. 3d.; extra B.P., 56s.; super B.P., 53s. per lb.; and slightly less for bulk quantities.

SARSAPARILLA.—Just a small spot business moving at former prices: spot, native mixed colours, 1s. 1d. to 1s. 1½d.; grey Jamaican, 1s. 9d. to 1s. 1d. per lb., as to quantity.

SEEDS.—**ANISE.**—Spot, Spanish, 51s. 6d.; Bulgarian sold at 40s., duty paid. **CANARY.**—Spot Mazagan selling at 12s. 3d.

Tangier quoted at 11s. 3d. Kenitra 10s. 6d. **LINSEED.**—Unchanged. Mazagan 15s. 6d. Morocco 14s. 6d. **CORIANDER.**—Morocco, 1929 crop, 15s. 6d. Wormy 13s. 6d. to 14s. 6d. **CUMIN.**—Malta 40s. spot, and Morocco 32s. 6d., duty paid. **FENUGREEK.**—Tunisian 15s.; Morocco 12s. 6d. spot. **CARAWAY.**—Dutch now 33s., duty paid. **MUSTARD.**—English 21s. to 33s. 6d., according to quality.

SENEGA.—This market is holding up to former rates; business has been moderate. Spot, 1s. 1½d. to 2s.; shipment, 1s. 9½d. per lb. c.i.f.

SENNA.—The feature of the market is the definite shortage of Tinnevelly leaves of good quality, indicating a scarcity before the new crop comes along in the autumn. Really fine bold green leaves are now difficult to locate. Tinnevelly hand-picked pods, 7d. to 7½d., f.a.q., 4½d. to 5d. per lb. Alexandrian pods continue steady at former rates, with a modest demand.

SHELLAC.—Market is rather quiet and slightly lower. Spot, standard TN orange, 51s.; fine orange, 62s. 6d. to 115s.; pure button, 65s. per cwt. For delivery, TN, May, 44s. 6d.; August, 46s. per cwt. For arrival TN, April-May, 43s. per cwt. c.i.f.

SQUILL.—Some cut dried red squills quoted on spot at about 30s. per cwt.

TUBA ROOT.—Recently there has been a good demand for this article and spot stocks of high test root are now small; values are firm and rather dearer.

WAX (VARIOUS).—Business has been none too good this week, but prices are being about maintained on quotation. Japanese is quiet and quoted in the region of 42s. per cwt. **CARNAUBA**, fatty grey and chalky grey, is steady at 87s. 6d.; medium yellow is steady at 140s.; fine yellow is unchanged at 155s. **CANDELILLA** steady at 75s. per cwt. **SPERMACEITI** steady at 9½d. per lb., spot. **PARAFFIN** is about steady at 22s. 6d. to 50s. per cwt. as to melting point. **CERESIN** is quoted from 35s. to 80s. per cwt. as to colour and melting point. **BEES'** has met with a fair business; supplies are restricted, market steady; bleached, discs, £7 10s.; slabs, £7 2s. 6d.; yellow refined is about steady at £5 15s.; yellow crude, 97s. 6d. per cwt. spot.

Essential Oils, etc.

THE tone in this market is none too satisfactory, with business moving on severely limited lines. In general spot values are rather under replacement costs. Bourbon geranium is easier for shipment, while the Algerian product is dearer to come forward. Sicilian lemon is again easier. Japanese peppermint is down on the week, with a fair inquiry for goods afloat.

ALMOND.—Quoted prices are fairly steady, business quiet. English sweet, in one-cwt. lots, 2s. 7d.; up to 2s. 9d. per lb. for small lots. Foreign sweet, one-cwt. lots, 2s. 4d.; up to 2s. 6d. per lb. for small lots. Genuine s.a.p., 7s. per lb.

ANISE (STAR).—The spot market is steady but dull. Shipments prices are holding; inquiry small: spot, "Red Ship," in leads, 1s. 10d.; in tins, 1s. 7½d.; in drums, 1s. 7d.; shipment: in leads, 1s. 7½d.; in tins, 1s. 6½d.; in drums, 1s. 5½d. per lb. c.i.f.

BERGAMOT.—Reports on this market vary, with some shipment offers in the region of 5s., c.i.f., while one quarter reported the market better at 5s. 4d. per lb., c.i.f., for quantities. Spot has been in demand in smallish lots; quoted at about 5s. 6d. to 6s. 3d. per lb., as to quantity.

BOIS DE ROSE.—The shipment market for Brazilian is mentioned at about 3s. 6d. and upwards, c.i.f. Spot is dull with sellers, as to quantity, from 4s. 1d. to 4s. 4d. per lb.

CAJUPUT.—There is very little interest in spot offers at about 2s. 3d. to 2s. 6d. per lb., as to quantity.

CANANGA.—Business is slow, and the market is rather easy as quoted at 8s. 6d. to 8s. 8d. per lb., as to quantity; shipment, about 6s. 9d. per lb. c.i.f.

CARAWAY.—Just a small steady business moving. Continental, 7s. 6d. to 7s. 6d. per lb. Dutch is offering steadily at 9s. 6d. to 10s. 3d. per lb., as to quantity.

CASSIA.—The call for this article on spot is small and shipment inquiry is poor. Spot, 3s. 7d.; shipment, 2s. 1½d. per lb. c.i.f.

CEDARWOOD.—A little business is being done, market quoted unchanged. American, in drums, 1s. 9d.; smaller quantities, 1s. 10d. per lb. Colonial, spot, 1s. 8½d. per lb. in drums; smaller parcels, 1s. 10d. per lb.

CINNAMON LEAF.—This market is quoted cheaper and business is slow. Spot, 3s. to 3s. 1d. per lb. in tins; shipment, 2s. 5d. per lb. c.i.f. in drums.

CITRONELLA.—Inquiry is still well below normal and the market has a somewhat easier tone. Ceylon, spot, 1s. 11½d. to

2s.; shipment, about 1s. 9d. per lb. c.i.f. Java, spot, about 2s. 8d.; shipment, 2s. 3d. per lb. c.i.f.

CLOVE.—The demand for Madagascar is slow and the market is easy as quoted at 3s. 4d. to 3s. 5d. per lb. spot; shipment, about 2s. 2½d. per lb. c.i.f. English; 4s. 3d. to 4s. 6d. per lb., as to quantity.

EUCALYPTUS.—This market is neglected and easy as quoted. Australian, 70 to 75 per cent., 11d. to 1s.; 80 to 85 per cent., 1s. to 1s. 1d. per lb. for fair quantities; Spanish, 70 to 75 per cent., 1s. 2d. per lb.

GERANIUM.—Bourbon for shipment is definitely easier, with the price working out at about 20s. per lb. c.i.f. for genuine oil. Spot is not affected, and is steady at about 23s. 6d. per lb. for a first-class oil. Algerian for shipment is dearer and would cost fully 23s. per lb. c.i.f. Spot is mentioned at about 24s. 6d. per lb.

GINGERGRASS.—There has been little doing this week; spot, about 7s. 2d. to 7s. 6d. per lb., as to quantity.

JUNIPER BERRY.—Lower prices are mentioned here, and there is still only a poor business passing. Spot quoted in the region of 3s. 6d. per lb.

LAVENDER.—This market has been quiet, and the prices for standard brands are being severely discounted: 50 to 52 per cent., 10s. 6d. to 10s. 9d.; 40 to 42 per cent., 9s. 3d. to 9s. 6d.; 38 to 40 per cent., 8s. 6d. to 8s. 9d.; 36 to 38 per cent., 7s. 6d. to 7s. 9d.; 30 to 32 per cent., 7s. to 7s. 3d. per lb. delivered.

LEMON.—The recent weakness noted in the Sicilian shipment market is still in evidence, with new crop hand-pressed now down to 3s. 3d. to 3s. 6d. per lb. c.i.f. for bulk quantities, as to brand. Spot is offering, mostly old oil, at anything from 3s. 8d. to 4s. per lb., as to quantity and brand. Californian seems of little interest; quoted at 48 cents in large drums and 49 cents per lb. in small drums, spot.

LEMONGRASS.—This market is fairly steady but business is unimportant. Spot, from 2s. 2d. to 2s. 3d.; shipment, 2s. per lb. c.i.f.

LIME.—Practically nothing doing in this product. The quoted price of 38s. 6d. per lb. for spot West Indian distilled might be discounted.

MANDARIN.—Business in small lots, with prices reaching up to 16s. per lb. for the finest quality.

ORANGE.—Reports in some quarters indicate that shipment prices for the French colonial product have hardened and are now in the region of 2s. 2d. to 2s. 4d. per lb. c.i.f. for bulk quantities; there are, however, isolated offers at less. Spot, in smallish lots, is at about 2s. 6d. to 2s. 9d. per lb., as to quantity. Sicilian new crop sweet meets with little inquiry, with prices coming through from 4s. 10d. to 5s. 4d. per lb., as to brand, for bulk lots. Spot, quoted at about 6s. per lb. Californian, single cases, 50 cents; two or more cases, 45 cents per lb. spot.

PALMAROSA.—The market is quoted rather cheaper at about 7s. 2d. to 7s. 6d. per lb., as to quantity, spot. Business is slow.

PATCHOULI.—The unsteadiness noted last week continues and there is no important business moving; spot is unchanged at 7s. 6d. to 7s. 9d. per lb., as to quantity.

PEPPERMINT.—The spot market for Japanese dementhrolised has been mostly subdued with prices at about 5s. 7½d. to 5s. 9d. per lb. There has been a good deal of interest shown in oil afloat with sellers in the region of 5s. 4½d. per lb., c.i.f. American natural oil in drums is reported firmer, with some shippers now asking up to 2 dollars and 2 dollars 5 cents per lb., c.i.f. The production and shipment figures issued recently indicate considerable shrinkage of available stocks.

PETITGRAIN.—The market is keeping steady at former rates. Spot, 4s. 6d. to 4s. 8d. per lb., as to quantity; shipment, 3s. 9d. per lb., for bulk quantities.

ROSEMARY.—Prices on spot vary as to quality, with the finest at 1s. 8d. per lb. for good quantities; smaller parcels up to 1s. 10d. per lb.

SANDALWOOD.—Genuine East Indian in first-hands is unchanged at 24s. to 25s. per lb., as to number of cases. Outside offers at lower prices.

SASSAFRAS.—Business in small quantities is being done with prices varying as to quality from 4s. to 4s. 6d. and up to 5s. 9d. per lb. for the finest.

SPERMINT.—Inquiry has been poor this week. Spot, 7s. 2d. to 7s. 3d.; shipments, 6s. 3d. per lb., c.i.f.

SPIKE.—In some quarters spot offers of Spanish tend to be easier at about 3s. 2d. to 3s. 3d. per lb., and slightly less for bulk quantities.

WINTERGREEN.—The market is flat; spot quoted from 6s. 9d. to 7s. 6d. per lb., for small parcels.

WORMSEED.—Rather easy as quoted on a slow market. Spot, about 12s. 4d. per lb.; shipment, about 11s. per lb., c.i.f.

Industrial Chemicals, etc.

THE volume of business being done in these products is rather below normal, but the general tone keeps fairly steady. Home makers' prices are mostly unchanged. Dealers are finding the demand for potassium salts very slow. Arsenic is slightly dearer and lead acetate is unsteady.

ACETIC ACID.—Market is quoted unchanged, with business rather slow: 80 per cent. technical, £38 ss.; 80 per cent. pure, £39 ss. per ton, in barrels; glacial, pharmaceutical, 99 to 100 per cent., £59, in glass demijohns; glacial, in barrels, £48 per ton, carriage paid in U.K. **ACETONE B.G.S.**—Business is fairly good, with the market steady: quoted from £65 to £68 per ton, in drums, carriage paid in U.K.; less for large quantities. **AMMONIA (ANHYDROUS).**—A moderate business in small lots, market steady: 99.95 per cent. material, 11d. to 1s. 3d. per lb., in loaned drums, carriage paid, and less for important contracts.

AMMONIUM CHLORIDE.—The demand remains poor and prices are tending slightly easier: grey galvanising, £19 to £19 10s. per ton, in casks, ex store; slightly less for contracts.

ARSENIC.—Some limited business moving, with prices slightly dearer: Continental, £19 15s. per ton, ex wharf, London. **BLEACHING POWDER.**—The market is rather unsteady. Four-ton lots, 35 to 37 per cent. chlorine, £8 15s. per ton, in soft-wood casks, carriage paid. **BORAX.**—Makers' prices are steady, with the market steady: quoted from £15 to £18 per ton, in casks, ex store; slightly less for contracts.

ARSENIC.—Some limited business moving, with prices slightly dearer: Continental, £19 15s. per ton, ex wharf, London. **BLEACHING POWDER.**—The market is rather unsteady. Four-ton lots, 35 to 37 per cent. chlorine, £8 15s. per ton, in soft-wood casks, carriage paid. **BORAX.**—Makers' prices are steady, with the market steady: quoted from £15 to £18 per ton, in casks, ex store; slightly less for contracts.

BORIC ACID.—Makers' prices for home trade are steady; commercial granulated, £26 10s.; powdered, £28 10s.; extra fine, £30 10s.; large flakes, £39; B.P. crystals, £35 10s.; powdered, £36 10s.; extra fine, £38 10s. per ton, for one-ton lots and upwards in free one-cwt. bags, carriage paid in Great Britain.—**FORMALDEHYDE.**—The market is keen for any important inquiries: 40 per cent., by volume, £28 to £28 10s. per ton, in casks, ex store; lower prices for big quantities. **ISOPROPYL ALCOHOL.**—A moderate business passing at keen prices: first quality, ex acetone, 11s. 6d. to 12s. per gallon, in drums, carriage paid; ex "cracked petroleum" qualities, 9s. to 9s. 6d. per gallon. **LEAD ACETATE.**—The market has fallen back and business is slow: brown, £30 15s.; white, £32 12s. 6d. per ton, in casks, ex store. **LITHOPONE.**—The market is easy as quoted; business slow: 30 per cent. Continental red seal, £19 7s. 6d. per ton, ex store. **OXALIC ACID.**—Bulk quantities in casks quoted at about £48 per ton; smaller lots, in kegs, about 55s. to 57s. 6d. per cwt., ex store. Business is fair in small lots. **POTASH CAUSTIC (88 TO 92 PER CENT. SOLID).**—Dealers are finding business very quiet. Market steady at £38 10s. to £40 10s. per ton, in drums, ex store. **POTASSIUM CARBONATE.**—Business is of small account; quoted prices maintained: 90 to 92 per cent., £31 10s. per ton; 96 to 98 per cent., £32 7s. 6d. per ton, in casks, ex store; lower prices for contracts. **POTASSIUM CHLORATE.**—Dealers in foreign material find the demand slow: quoted at about £37 per ton, in bulk lots; smaller parcels, 4½d. to 5½d. per lb., ex store. **POTASSIUM PERMANGANATE.**—A fair business being done, with the market steady: commercial quality, in two-cwt. drums, 8½d. to 9d. per lb., ex store. **POTASSIUM PRUSSIATE.**—Business is rather restricted in volume, market steady: yellow, £73 to £77 per ton, as to quantity. **RED LEAD.**—Convention prices are steady, business rather slow: English, 5/10 cwt., £25 10s.; 10 cwt./1 ton, £25 5s.; 1/2 tons, £25; 2/5 tons, £24 10s.; 5/20 tons, £24; 20/100 tons, £23 10s.; over 100 tons, £23 per ton, less 2½ per cent., carriage paid; non-setting red lead, 10s. per ton dearer. Continental material £1 per ton cheaper. **SAL AMMONIAC.**—There is a little better demand reported; dealers' prices steady: dog-tooth crystals, £35; medium, £31; fine white crystals, £17 12s. 6d. per ton, in casks, ex store; slightly less for contracts. **SALT-CAKE.**—The home trade price is steady at 6s. per ton, in minimum truck lots, carriage paid. **SODA CAUSTIC.**—Makers' prices for home consumption are unchanged: 70 to 72 per cent., £13 12s. 6d.; 76 to 77 per cent., £14 per ton, carriage paid on contracts; spot, 10s. per ton extra. **SODA CRYSTALS (CARBONATE).**—Makers' price for this market is steady at £5 to £5 5s. per ton, in bags, f.o.r. makers' works. **SODIUM ACETATE.**—The market is quoted dearer at £23 to £23 10s. per ton, in casks, ex store. **SODIUM BICARBONATE.**—The home trade price quoted by makers is steady: refined, in bags, £10 10s. per ton, carriage paid. **SODIUM CHLORATE.**—Dealers' prices for foreign are mentioned from £32 to £32 12s. 6d. per ton; small quantities, 4d. to 5d. per lb., ex store. **SODIUM HYPOSULPHITE.**—A moderate inquiry is being received, market unchanged: dealers quote pea crystals, in one-cwt. kegs, £15 per ton; commercial quality, £9 10s., in casks, ex store; makers' price for pure crystals to home consumers on contract, £15 per ton, carriage paid to buyer's works. **SODIUM PRUSSIATE.**—Market is steady but dull: quantities, 4½d. per lb.; smaller parcels, 5d. to 6d. per lb., ex store. **WHITE LEAD.**—Convention prices are steady, business has been slow: dry, English, less than 5 tons, £37 10s.; 5/15 tons, £32 10s.; 15/25 tons, £32; 25/50 tons, £31 10s.; 50/200 tons, £31 per ton, less 5 per cent., carriage paid; Continental, £1 per ton cheaper.

Correspondence

Letters should be written on one side of the paper only. Correspondents may adopt an assumed name, but must in all cases furnish their real name and address to the Editor

Pharmacy and Poisons Bill

SIR.—The great Scottish poet Burns wrote of "the glorious privilege of being independent"; well, all chemists will lose that glorious privilege if the new Pharmacy and Poisons Bill becomes law. Under it, chemists who are at present free from all obligations to the Pharmaceutical Society will each be compelled to pay an annual registration fee of 40s., bringing in a possible £40,000 a year for the Society to squander away in grandiose schemes, etc.; certainly not to assist the retail chemist in any way. And a chemist failing to pay this annual demand, even though dire poverty comes to him, will be crossed off the Register so as to prevent him keeping open shop as a chemist or to obtain a qualified assistant's berth. And that is one way of getting rid of such a nuisance to them as a poor chemist! But these pharmaceutical "highbrows" have not yet managed to bluff all the chemists yet: they would have liked to have got their Bill through before the chemists were awake to their subtlety, and then it would have been too late. The Bill may already have passed the House of Lords, but there is time yet to enlighten the House of Commons to a wrong likely to be done to all chemists, and which would be even a greater injustice to my poorer brethren of the craft. Members of Parliament will surely never allow this; once the position is made clear to them. There must be many thousands of chemists, all who took their qualification without further liability as to fees, who will flatly decline to be made liable to such by any law that a few dreamers desire to make retrospective. My contribution to any fighting fund will be £5 5s.—Yours truly,

YORKSHIRE (28/3).

SIR.—The article by North Briton (*C. & D.*, March 25, p. 324) is a striking condemnation of this iniquitous "disagreed" measure. Chemists are surely not aware that they are now standing (but not fighting) with their "backs to the wall" and are in grave danger of selling their birthright "for a mess of pottage." The whole Bill is a farce and an imposition, and ought to be thrown overboard. Why should chemists qualified recently or long ago be compelled to pay for highbrow education of others? And what are the would-be inspectors to inspect? Again, what an omnibus title to placate chemists and druggists is that of "Authorised Seller of Poisons." The title is superfluous, since it cannot be applied to any but pharmacists. Any Bill for improvement of pharmacy should include amendment of the Society's Charter to enable it to enforce a minimum standard of remuneration for all chemists.—Yours truly,

COMMON SENSE (28/3).

SIR.—There is not one single clause in this pernicious Pharmacy and Poisons Bill which will benefit, financially or otherwise, the individual retail chemist. The Pharmaceutical Council (assuredly not the Society) supports this Bill, and cares little for the humble fry, who are hard put to it to pay their way without this additional taxation. "Status" is not a satisfying diet to offer to those who are anxiously looking for "bread and butter"—it is merely verbal flatulence. The retail chemists, generally speaking, who are making the best livings nowadays are those who have thrown aside this worn-out shibboleth from Bloomsbury Square. The point at issue is: What must we do to be saved? Or are we really quite helpless in the matter? There must be hundreds of retail chemists asking themselves this question today and looking for a leader. Your contributor, "North Briton," speaks of "buckling on our armour for the sternest fight of our life"; but, this mediæval measure of precaution being taken, where is the fight? Are we to march up the hill and down again? Mr. John Humphrey gives lukewarm

approval to the Bill. I do not think that "Xrayser" really likes it, and I have not yet read a letter in your columns from any correspondent who does. Are we all to write, at the proper time, to our members of Parliament, asking them to vote against it? Can we find no supporters for our cause on the Council—Mr. Herbert Skinner, the debonair "scrapper" of earlier days, or Mr. Thomas Marns, if he can spare the time? Mr. John Keall is a sound retailer; he cannot like the Bill. I feel sure we could win over Mr. John Humphrey; he writes, as usual, with measured deliberation, but one senses the feeling that his heart is not in it. So there is our "Big Four" *in posse*, rising, Phœnix-like, from the ashes of the "Memorial Hall." I wonder!—Faithfully yours,

ARTHUR FLOOD.

Stockbridge.

Science and the Churches

SIR.—In commenting upon the association of gentlemen of the cloth with science there are three names which have been overlooked by a correspondent in your issue of March 25 (p. 342). Each of those to whom I allude was a scientist in the modern acceptation of the word. Two of them were experimentalists in chemistry and were contemporary with Priestley. Stephen Hales, born in 1677, became a doctor of divinity. He was appointed minister of the parish of Teddington in 1709, and exercised the functions of a parish priest until his death at the age of eighty-four in 1761. To posterity he left a scientific legacy in his "Statistical Essays," which provided the chief part of the foundation whereupon Priestley and the other pneumatic chemists erected their edifice. The second chemist, Richard Watson (1737-1816), became Regius Professor of Divinity at Cambridge in 1771 and was created Bishop of Llandaff by Priestley's friend, Lord Shelbroke, in 1782. But Watson was more interested in his experiments than in his ecclesiastical obligations. His five volumes of "Chemical Essays" are not much read to-day, notwithstanding that his work on temperature and mineralogical and metallurgical investigations are of great importance. The invention of the black-bulb thermometer will always ensure him a place in the history of chemistry. It is rather remarkable that the third great experimentalist who was a churchman should have been unmentioned, because the contributions of Gregor Mendel, Abbot of Brünn, are known to everyone who has the slightest acquaintance with biology.—Yours faithfully,

Darley Bridge, Matlock.

WILLIAM KIRKBY.

Ulster Retail Drug Trade Association

SIR.—As a member of the U.R.D.T.A. I was present at the annual meeting, and on reading the report of the proceedings I was set thinking. It is a pity we do not get a larger attendance at our annual meeting. One learned with grave concern that there were over 100 chemists still outside our membership. Something will have to be done to remedy this. The method of electing the Committee should be changed; members not able to attend the annual meeting should have an opportunity of submitting names—especially country members. Another point members will be uneasy about is the Committee seeking powers to purchase goods. The suggestion that the wholesale houses should distribute these articles is fantastic. Mr. Shinner's suggestion as to a five years' apprenticeship is a good one and ought to be supported. I was greatly impressed by the secretary's proposal that only assistants who had served their apprenticeship with members of the Association should be employed by members.

Yours faithfully,

A MEMBER (29/3).

Points in N.H.I. Dispensing

SIR.—A chemist who could secure 250 panel scripts a week would have to engage an assistant at £3. It is not a difficult matter to work out the probable returns if he undertook this work, presuming that all the scripts were for mixtures and bore a 5d. dispensing fee; he would receive in round figures £5 a week in fees (less if one deducts the expenses for the committee and the 10 per cent. economy cut). £3 of the remainder goes to pay his assistant, leaving him under £2 to pay for 250 labels, corks, paper, bottle-washing, proportion of overhead charges, and interest on capital outlay on extra drugs required to dispense the prescriptions, a number of which drugs will ultimately become dead stock as requirements alter. He would thus under the most favourable conditions have only a few shillings left as profit for his extra trouble and responsibility, and like "Cheshire" I do not think the problematic remuneration is worth it.—Faithfully yours,

TWO-FIFTY (20/3).

The Case for Gift Coupons

SIR.—In the March 4 issue of THE CHEMIST AND DRUGGIST two correspondents, who must be voicing the opinion of many other pharmacists, lamented on gift schemes and their increasing popularity. Although on the face this apparently necessary evil to manufacturers to-day seems unfair trading, it certainly has its better side, and one which I venture to suggest reacts favourably to chemists. A manufacturer, in these days of modern commerce, mass production, etc., has five alternatives for broadcasting publicity:—(a) Press advertising, (b) poster advertising, (c) house-to-house canvassing, (d) mail-order advertising, (e) gift schemes, and he has to decide which will augment his turnover. Competition and high rates in newspaper advertising mean fabulous sums to be spent. House-to-house canvassing is all right for districts experiencing a slump in sales, but is not practical nationally. Poster advertising can only remind the public of the former two branches. Mail-order advertising is very bad for local tradesmen, as the purchasing power is sent to other districts. Why not, therefore, use the actual cash saved by limitations of the four mentioned fields of publicity and return it, in kind, to customers? When a regular customer, who is valued by all alike, collects sufficient coupons to qualify for a gift, it seems natural that an article of some kind shows consideration for his or her support. After all, when a chemist orders his stock from time to time he automatically expects his discount, which is increased according to the size of the order. Further, laws of proportion should be extended to his customers, who thus enable him to obtain the discount. One very important factor to gift schemes, particularly to the trading stamps scheme, is that it places the chemist on a competitive parallel with the huge co-operative societies, who give "divi.," and the large "nothing over a certain amount" stores, who buy in such quantities to be able to sell cheaper. Again, with coupons or stamps, it has been proved that the greater majority of gifts sent to consumers are gifts which in the ordinary way they would never acquire. A certain pharmacist complained that his average summer sale of cameras was fifty. This dropped to twenty after gift schemes became current. Yet his turnover in films increased from five to six times the previous amount, as also did his printing sphere. People have suggested that price reductions should be made in lieu of gifts. That is impossible, or at least highly inconvenient—a sixpenny article reduced to 5½d. or 5⅓d., and neither the trader nor the purchaser wants that odd ¼d. or ½d. In many cases the actual coupon value is very much less than a ¼d. Gift schemes have definitely been the means of saving from utter collapse many firms manufacturing the gifts. It has caused more employment, more wages, and in consequence more spending. Some of the latter, surely, has gone to the coffers of the chemist? No gift scheme on earth will forge ahead sales of a dud article.—Yours, etc.,

COVENT GARDEN (14/3).

Miscellaneous Inquiries

R. P. (16/28).—RECOVERING SILVER FROM FIXING BATHS.—The simplest method of recovering silver, and the one generally adopted, is to pour all waste hypo solutions into a tub and add sulphurated potash or sodium sulphide, which precipitates the silver as sulphide. The sludge is allowed to settle, the supernatant liquid drawn off, and when sufficient sludge has accumulated it can be scooped out, filtered, dried and the residue sent to the refiners.

G. C. S. (9/34).—NAIL CLEANING PASTE.—As a paste for cleaning the finger nails, we would suggest the following:—

Potassium chlorate, in powder	4 parts
Sodium perborate	1 part

Mix and add sufficient aqueous solution of hard soap 10 per cent. to make into a paste.

The above may be improved by the addition of one part of talc.

G. H. S. (21/38).—SEPIA TONING.—The following is the method of carrying out sephia toning:—

Bleacher

Potassium ferricyanide	100 gr.
Potassium bromide	100 gr.
Water	10 oz.

Sulphide (stock) Solution

Sodium sulphide pure	1 oz.
Water	8 oz.

For bleaching use No. 1. This can be used repeatedly till exhausted. For toning, take 1½ oz. of No. 2 and 20 oz. of water. A fresh bath is necessary for each batch of prints. Prints which are to be sephia-toned should be correctly exposed, so that they can be fully developed, and after fixing must be thoroughly washed to remove all traces of hypo. They are then placed in the ferricyanide bath, and the image should be bleached in a few minutes; they are then washed and placed in the sulphide solution until they obtain a good sephia colour; after this they are finally washed for half an hour and dried as usual.

S. B. (24/38).—ENVELOPE MUCILAGE.—The formula you mention is always stated to possess excellent adhesive properties. The method of manufacture is to dissolve the borax in water with the aid of heat, add the dextrin and glucose. Continue to heat but do not allow to boil, and stir constantly until a homogenous solution is obtained, renewing from time to time the water lost by evaporation. During the ripening stage it is claimed that a chemical combination of the borax and dextrin takes place. A formula for envelope mucilage is as follows:—

Acacia	2 lb.
Glycerin	10 oz.
Formalin	2 dr.
Distilled water	4 pints

Dissolve the gum in the water, strain, then add the glycerin and formalin.

Retrospect of Fifty Years Ago

Reprinted from

"The Chemist and Druggist," April 14, 1883

Extirpation of Plants in Greece

The constantly extending cultivation of lands is extirpating in Thessaly and Macedonia more than one useful plant. In former years liquorice was so abundant that three factories were kept working making succus liquoritiae Peleponesiaceæ. The plants have been rooted up and vineyards planted in their place. The tragacanth-yielding astragalus, formerly common on the hills, has been destroyed by browsing goats. The saffron plants are becoming rare. . . . The orchis and ophrys plants that yield salep are becoming so scarce that it has to be ordered from Smyrna, and the salep gatherers or saleptzides no longer visit Macedonia. . . .

Put
Johnson's
STANDARD
TANK
Developer
into your
"D & P" Dept.



Write for particulars
of our Time-saving and
Economical "D & P"
Chemicals and
Preparations.

JOHNSON & SONS Manufacturing Chemists LTD. HENDON, LONDON, N.W.4

ANTISEPTIC DUSTING POWDER

COMPOSED OF
ZINC OLEATE
AND BORIC ACID

IN COMBINATION
WITH PURE
WHEATEN STARCH

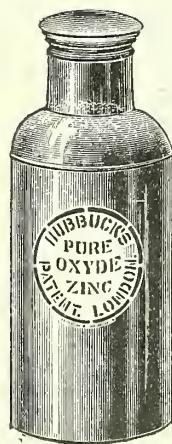


This powder is useful for dusting irritated and ulcerated surfaces : for burns and scalds and for excessive perspiration. It is an excellent preparation for the toilet, and an essential adjunct to the nursery.

Supplied in 1lb. and 1lb. enamelled tins, also in 2oz. enamelled tins with dredger tops.

PRICES ON APPLICATION.

DUNCAN, FLOCKHART & CO.
EDINBURGH AND LONDON (155 Farringdon Road, E.C.1)



Hubbuck's Pure Oxide of Zinc

is made by sublimation, and is warranted to contain upwards of

99·9 PER CENT.

of pure oxide ; in fact, the impurities are not traceable

Thos. Hubbuck & Son, Ltd.

ESTABLISHED 1765

24 Lime Street, London, E.C.3

MANUFACTURERS OF WHITE LEAD, WHITE ZINC, PAINT, OILS, COLOURS, VARNISHES, &c.

Australian Office : 34 Queen Street, Melbourne.

Sold by the following Wholesale Druggists
in Boxes of 7 lb. and 14 lb. stamped by
the Manufacturers : also in 1-lb. Boxes
and 1-lb. Glass Bottles :

Allen & Hanburys, Ltd.	Hodgkinson, Prestons & King
Ayrton, Saunders & Co., Ltd.	Hornier, L. A., & Sons
Bell, J., & Croyden	Huskisson, H., O., & Co.
Bell, John, Hills & Lucas, Ltd.	Loffthouse & Saltmer, Ltd.
Bleasdale, Ltd.	Mackay, Jno., & Co., Ltd.
Boots Pure Drug Co., Ltd.	May, Roberts & Co., Ltd.
British Drug Houses, Ltd.	Oldfield, Pattinson & Co.
Burgoyne, Burbidges & Co., Ltd.	Pinkerton, Gibson & Co., Ltd.
Butler & Crispe, Ltd.	Potter & Clarke, Ltd.
Cockburn & Co., Ltd.	Raines & Co.
Dakin Brothers	Raines, Clark & Co., Ltd.
Duncan, Flockhart & Co.	Rankin & Bolland
Duncan, Flockhart & Co.	Silversides, R. B. G.
Evans, Gadd & Co., Ltd.	Smit, T. & H., Ltd.
Evans & Sons Lescher & Webb, Ltd.	Somnall Bros. & Barclay, Ltd.
Ferris & Co.	Summer, R., & Co.
Gale & Co.	Taylor, Jas. (Trongate), Ltd.
Glasgow New Apothecaries Co.	Thompson, John, Ltd.
Goodall, Backhouse & Co.	Wilkinson & Simpson, Ltd.
C. R. Harker, Stagg & Morgan, Ltd.	Willows, Francis, Butler & Thompson, Ltd.
Harkness, Beaumont & Co., Ltd.	Woolley, Jas., Sons & Co., Ltd.
Hastie, W. R., & Co.	Wright, Layman & Umney, Ltd.
Hirst, Brooke & Hirst	Wyleys (Lim.)

Barry, E. J., New York
Finlay Dicks & Co., New Orleans
E. Fougera & Co.,
90-92, Washington Street,
New York
Chas. L. Husking & Co., Inc.,
155, Varick St., New York
Lehn & Fink, Inc., N. York
McKeown & Robbins, Inc.,
New York

Muth Brothers & Co., Baltimore
Palmers, Ltd., Montreal
S. & Peneik & Co., Inc.,
New York
Roller & Shoemaker, Philadelphia
Schieffelin & Co., Inc., New York
Shoemaker & Busch, Philadelphia

Whiffen & Sons, Ltd.

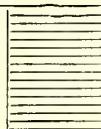
INCORPORATING

GEORGE ATKINSON & Co.



Specialities :

ATROPINE
BROMIDES
CAMPHOR
CAFFEINE
EMETINE
IODIDES
MERCURIALS
NICOTINE
QUININE
STRYCHNINE
SALICIN
VERMILION
ESSENTIAL OILS
PRUNELLAS
ETC.



Distributors of
STANIFORM PREPARATIONS
and
EUPHYLLIN



B.P. 1932

SALICIN
BRITISH MANUFACTURED
FOR USE IN THE
TREATMENT OF
INFLUENZA



GENERAL OFFICES :
CARNWATH ROAD, FULHAM, LONDON, S.W.6

FACTORIES :
BATTERSEA AND FULHAM, LONDON, S.W.

Telephone Nos. :
FULHAM 0937 (3 lines)

Telegrams :
WHIFFEN, LONDON

Alkaloids

FINE CHEMICALS AND
OPIUM DERIVATIVES

Aloin . Atropine . Bismuth Salts
Caffeine . Cantharidin . Capsicin
Chloroform . Chrysarobin . Codeine
Diamorphine . Emp. Canth. Liq.
Ephedrine . Ergotin . Eserine
Ethylmorphine . Gingerine
Hyoscyamine . Jalap Resin
Leptandrin . Morphine . Opium
Podophyllin Resin . Salicin
Santonin . Scammony Resin
Strychnine . Veratrine and other
Pharmaceutical Chemicals and
Preparations

Goods covered by Dangerous Drugs Acts
offered subject to all regulations

T.E.H. Smith
Ltd

25 CHRISTOPHER ST., LONDON, E.C.2

Blandfield Works, Edinburgh, 32-34 Virginia St., Glasgow.

**MEET THE
COMING DEMAND
FOR**
EFFERVESCENT SALINES
„ CITRATES
„ GLAUBERS, &c.
LEMONADE POWDER
CONCENTRATED LEMONADE CRYSTALS

We are now booking contracts for
these Summer lines in bulk or
attractively packed with own name.

Quotations and Samples on application.

BAISS BROTHERS & CO. LTD.
174/6 GRANGE ROAD, BERMONDSEY, S.E.1

Telephone:
BERMONDSEY 1301

Telegrams:
"Ipecac, London."

Feature
 one of the
**BLACKWELL,
HAYES**
Series
 of Own Name
 Packed Goods

*Attractively packed at competitive prices.
Special range of concentrated mixtures
made to proved efficient formulæ.*

**MOOR ST. & ALBERT ST.
BIRMINGHAM**



METHYLATED SPIRITS

The Methylating Co., Ltd.
Regd. Offices : Kinnaird House,
Pall Mall East, London, S.W.1.

Telegrams : "Methcolim, Phone, London." Telephone : Whitehall 6964 (2 lines).

Please ask for our Price List and pamphlet on Methylated Spirits Regulations, etc.; also for our new Booklet "THE NEW WAY TO REMOVE CARBON," which describes a new and simple method of decarbonising Motor Car Engines by the use of Methylated Spirits.

Distributing Depots:

London Liverpool Manchester Bristol Glasgow Leith Hull

PLAIMAR

SANDALWOOD OIL

B.P. and French Codex

DISTILLED BY PLAIMAR LTD., PERTH, W.A.

European Agents **MAXWELL, PLAISTOWE & Co. Limited**

22a College Hill, Cannon Street, London, E.C.4

Paris Address : Etbs., Plaistowe, 11 bis, Rue Volney

Telephone : Central 5859
Telegrams and Cables : Azucena, London



LOOK FOR THIS SEAL—IT IS YOUR

GUARANTEE OF QUALITY

Codes : A B C,
5th & 6th editions, and Bentley's

Immaculately
pure
pharmaceutical
ZINC OXIDE
manufactured by



*The Symbol
of Quality*

The NEWCASTLE-UPON-TYNE ZINC OXIDE CO. Limited
BIRLEY,
COUNTY DURHAM

All enquiries to our Sales Office :—

RALPH NYE, BIDDLE & CO. Boston House, 63/4 New Broad St., E.C.2

Telephone : LONDON WALL 2754 (3 lines)

Telegrams : "NYLEDOXYD, Phone, London."

WE SPECIALIZE IN

THE MANUFACTURE OF

GALIC ACID · PYROGALIC ACID

PURE & TECHNICAL

RESUBLIMED, PURE CRYSTAL & TECHNICAL

WHOLESALE & EXPORT ONLY. Enquiries Invited.

J. L. ROSE, LIMITED, ABBEY ROAD, BARKING, ESSEX.

TELEPHONE: GRANGEWOOD 0076.

TELEGRAMS: "GALIC, BARKING."

QUININE

QUINIDINE
CINCHONINE
CINCHONIDINE

Sugar-coated Quinine Tablets and Pills.

and

SALTS

Gelatine-coated Oval Pills.

BANDOENG QUININE FACTORIES AMSTERDAM
JAVA De Wittenkade 48-50.

Telegrams: "Kininfabriek Bandoeng."

Samples, prices and particulars on application.

Telegrams: "Semadmy Amsterdam."

Compound Syrup of Hypophosphites

TRADE "FELLOWS" MARK

The ideas supported by the medical world today on the therapeutic value of calcium and other mineral salts, were embodied 60 years ago in "FELLOWS".

The only preparation of its kind then, "FELLOWS" still stands alone for its tonic qualities in the treatment of rundown conditions of health and the many forms of anaemia and nervous ailments which so often result.

It stimulates the appetite, aids digestion, and is valuable as a stimulant and tonic to overcome mental and physical exhaustion; and as an aid in combating the invasion of the Tuberculous Processes.

"FELLOWS" has never been successfully imitated.

FELLOWS MEDICAL MANUFACTURING CO., Ltd.

286 St. Paul Street West, Montreal, Canada.

Laboratories:

UNITED STATES	GERMANY	ITALY	SPAIN	MEXICO
ROUMANIA	ARGENTINE	REP. COLOMBIA	AUSTRALIA	NEW ZEALAND

RIVISTA ITALIANA DELLE ESSENZE E PROFUMI

(Affiliated to the Technical Press Association.)

FIFTEENTH YEAR OF PUBLICATION

Official Organ of the Group of Producers of Aromatic Substances of the National Fascist Federation of Chemical and Allied Industries.

Director : - - - - Dr. EMMA FENAROLI

Editorial Offices : - VIA S. VINCENZO N.38 MILAN

Telephone : 31 216-C.P.850.

Producers of Aromatic Substances for Perfumery—Manufacturers of Articles used in the Perfumery Trade—This is the Periodical in which to Advertise effectively in Italy.

MAKE USE OF ITS ADVANTAGES

SAMPLE COPY AND TARIFF ON REQUEST.

URALYSOL

Thyminic Acid — Hexamethylene-Tetramine — Lysidin

TREATMENT of the RHEUMATIC DIATHESIS

IN GRANULES

RETAIL 3/6

P.A.T.A. 31/6 per doz.

From all Wholesalers or direct from :

CONTINENTAL LABORATORIES, Ltd.

30 Marsham Street, London, S.W.1

"Taxolabs, Sowest, London."

Victoria 2041.

THIS
HOUSEHOLD REMEDY
HAS A BIG SALE

Cephos
Pronounced See-foss REGD.
THE PHYSICIAN'S REMEDY

Retails at
1/3 and 3/-
in powders
or tablets

Single
Powders
2d. each

For
INFLUENZA
AND COLDS
HEADACHE
RHEUMATISM
NEURALGIA
LUMBAGO
SCIATICA

from your
usual
wholesaler
or write
direct

SHOWCARDS & DISPLAY MATTER

Sent upon application to Cephos Ltd., Blackburn,
whether you obtain supplies from us or elsewhere.

Cephos Ltd. Blackburn

Glycerine

We Supply ALL Grades for
PHARMACEUTICAL and
MEDICINAL PURPOSES

MAY WE HAVE YOUR ENQUIRIES?

GLYCERINE LTD. UNILEVERHOUSE, BLACKFRIARS
LONDON, E.C.4

Telephone: CENTRAL 7474.
GET. 21-256 Telegrams: "GLYMOL, LUD, LONDON."

A & M. ZIMMERMANN
Petri Bros. Ltd. Proprietors

CHEMICALS
Pharmaceutical
Technical
Chlorophyll
All
Grades

COD
LIVER OIL
Medicinal
and Cattle
Marseilles Soap

3 LLOYD'S AVENUE
LONDON. E.C.3

OUR SIDE AND YOURS THE 'ASPRO' SALES POLICY



Two factors operate to produce for you the maximum 'ASPRO' sales. One is the 'ASPRO' advertising to the public which is carried on by the largest newspaper campaign of its kind in the world, backed up by periodic distribution of broadsheets and booklets into almost every home in the country. The other is the vast window display service available for all chemists. When you show an 'ASPRO' window display you definitely connect up with this huge advertising campaign. You obtain direct benefit in greater 'ASPRO' sales and additional benefit from the sale of other goods which you can sell to customers who come into your shop for 'ASPRO'. It definitely pays to show 'ASPRO' display matter in your windows continuously. Frequent changes are available so it does not get out of date. You can also increase your sales by utilising the 'ASPRO' advertising bag and envelope service. You make a definite saving, too. The prices are given below. Then there is the 'ASPRO' bonus which is equivalent to 17 per cent. extra profit if you buy 'ASPRO' on bonus terms. Why not order a bonus parcel through your wholesaler to-day and write us for an 'ASPRO' window show and a supply of bags or envelopes so as to obtain the maximum benefits from the large amount of 'ASPRO' sales that are about?



OUR SIDE, THE ADVERTISING SIDE, IS ALWAYS IN OPERATION, YOUR SIDE, THE DISPLAY SIDE, COMES INTO OPERATION WHEN YOU PUT IN AN 'ASPRO' WINDOW SHOW. THESE TWO FACTORS WORKING TOGETHER BRING INCREASED SALES ACTIVITY.

PRICES FOR 'ASPRO' PAPER BAGS AND ENVELOPES

Kristal Envelopes	-	-	2/6 per 1,000	Cash with Order
Greaseproof 2oz. Bags	-	-	1/- per 1,000	
Greaseproof 2oz. Bags (long)	-	-	1/6 per 1,000	

Agents :

**GOLLIN & CO. PTY., LTD.
('Aspro' Dept.) SLOUGH, Bucks.**

Telephone : SLOUGH 608

'ASPRO' consists of the purest Acetylsalicylic Acid that has ever been known to Medical Science, and its claims are based on its superiority.

Made by **ASPRO LTD.**, Slough, ENGLAND

No proprietary right is claimed in the method of manufacture or the formula.



Robert Ferber Ltd.

incorporating

JULES DENOUAL & CO.

Manufacturers of

Gum Pastilles

In 4 lb. Free Tins.

Aniseed, Honey and Chlorodyne ..	2/6 lb.
Antiseptic (Licorice, Terebene, Menthol, Eucalyptol, Wintergreen, Thyme, Pine Oil and Glycerine) ..	2/6 ..
Black Currant	2/6 ..
Breathe Easy	2/6 ..
Catarrh	2/6 ..
Compound Glycerine of Thymol ..	2/6 ..
Eucalyptus Oil	2/6 ..
Glycerine	2/6 ..
Glycerine and Black Currant ..	2/6 ..
Glycerine, Honey and Lemon ..	2/6 ..
Glycerine and Paregoric ..	2/6 ..
Iodized Catarrh	3/0 ..
Menthol	2/6 ..
Menthol and Eucalyptus ..	2/6 ..
Pine Oil, Menthol and Eucalyptus ..	2/6 ..
Pynoline (Menthол, Cajuput, Creosote and Terebene)	2/6 ..

Packed Gum Pastilles

2 oz. tins, 5/6 per doz. 4 oz. tins, 10/0 per doz.

Gelabase Pastilles

In 4 lb. Free Tins.

Assorted Fruits	1/8 lb.
Black Currant and Glycerine ..	1/8 ..
Catarrh	1/8 ..
Cherry, Chest and Lung ..	1/8 ..
Compound Glycerine of Thymol ..	1/8 ..
Glycerine, Honey and Lemon ..	1/8 ..
Lemon Squash Cubes	1/8 ..
Licorice and Black Currant ..	1/8 ..
Lime Juice and Sulphur	1/8 ..
Phosph. Orange Tonic	1/8 ..
Vitamin Malt	1/8 ..

2 oz. tins, 4/6 per doz. 4 oz. tins, 8/0 per doz.

**Carlton Works, Asylum Rd.
LONDON, S.E.15****METHYLATED SPIRITS**

and

FINISHFINEST OBTAINABLE
PROMPT DELIVERIES**J. M. Mills Ltd.**BROOKFIELD DISTILLERY
STOCKPORTTelephone, Stockport 2396
Telegrams, "Phone, Anilne"**NO!**I don't stock your lines,
but if you can prove that
it will be worth my while
to do so, by all means
send me particulars.Cut out this announcement, pin it to your billhead
and post to Shadforth Prescription Service
Limited, 63 Grove Road, Bow, E.3. You will
receive by return interesting details and terms of
the famous, nationally advertised, range of Shadforth
Prescriptions. They are prescriptions that Pay.**ARCHANIUM**RECOGNISED BY MANY
DOCTORS AS THE

BEST REMEDY for

RHEUMATOID ARTHRITIS,
OSTEO-ARTHRITIS, LUMBAGO,
SCIATICA, NEURITIS,
RHEUMATISM.

Liberal Terms.

Write for full particulars to:

Distributors: STAPLETON & SON, Yew Tree Rd.,
SOUTHBOROUGH, Kent.

Rep. in Ireland: R. I. VINT, 6 Elgin Rd., Dublin

4 star lines that Brighten Business



THESE four 'star' lines have no seasonal slack times. Every day, all through the year, the demand never disappoints you—it goes on steadily increasing. For Doctors prescribe them. Consistent advertising widens the demand. And they are recommended by Customer to potential Customer because they do all that is claimed for them.

The Profit on each line for you is a really generous one—especially if you buy them on Direct Cash Terms

If you have not yet taken advantage of these special terms, why not write to us at once for full particulars? They will be forwarded by return.

Genatosan

LIMITED

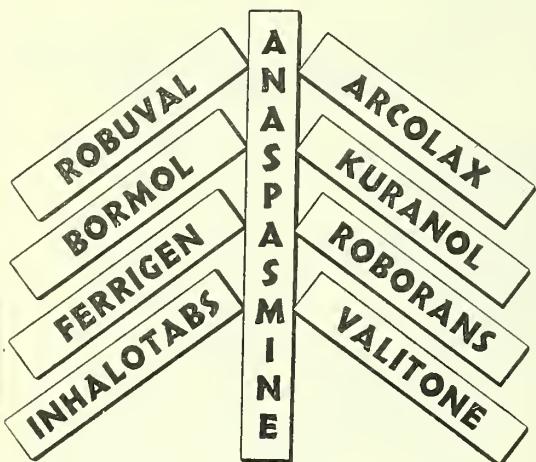
Loughborough

Telephone: Loughborough 292.

Leicestershire

Telegrams: "Genatosan, Loughborough."

PRESCRIBED LINES



Manufactured and Advertised
to the Medical Profession by

ROBERTS and CO.

Pharmacien to H.M. The King

76 New Bond Street, London, W.I

and at Paris

Phone: Moyfair 4173

Grams: Pariland, London

SOUTH AFRICA

is steadily becoming a manufacturing country. The high tariff, just increased, fosters local industries and stresses the necessity for overseas Houses with important South African trade to explore the probable advantage of local manufacture. We already produce in South Africa for British and American proprietors many important Medicines and Toilet articles and have ample facilities at our Port Elizabeth Factory for more work. We can also distribute with maximum efficiency.

LENNON LIMITED

Head Office, CAPE TOWN

Branches throughout South Africa.

London Office,
12/14 Lafone St., London, S.E.1



ENGLISH DRIED MILK

Enquiries
are solicited for the
following:—

Full Cream "Dorsella" Dried Milk
Half Cream
Separated "Paragon"
Casumen, Soluble Milk Proteid
Sweet Whey, Crystals or Powder
Kencream for Puppies
Unita (Dorsella and Casumen)

SUPPLIED IN BULK, TINS OR CARTONS

Quotations and samples on request

PRIDEAUX'S, LTD.
MOTCOMBE, SHAFTESBURY, DORSET
'Phone No.: Shaftesbury 4

LOFTHOUSE & SALTMER, Ltd., HULL.



Halibut Liver Oil

with
Malt Extract

1 lb. and 2 lb. Jars

CAPSULES OF HALIBUT LIVER OIL

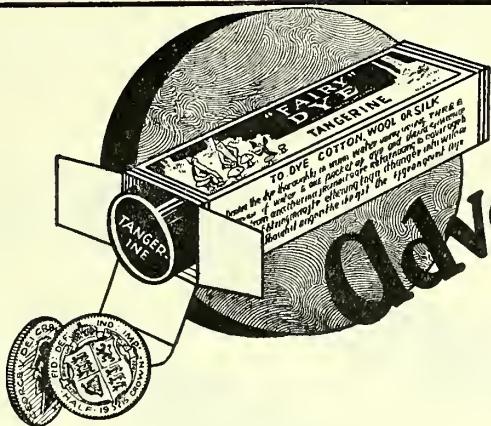
In boxes 24s, 100s and Bulk.



HALIBUT LIVER OIL 1 oz. BOTTLES.

Enquiries Solicited.

LOFTHOUSE & SALTMER, Ltd., HULL.



LONDON DEPOT :
292 UPPER ST.,
ISLINGTON - N.1

FAIRY DYES

are big sellers—always in popular demand. They mean quick turnover and liberal profits. Fairy Dyes are forging steadily ahead and you should periodically inspect your stocks.

Retailed at 2d. per tube—attractively packed. 31 shades and colours.

Be wise—stock

Fairy Dyes

FAIRY DYES, LTD., GLASGOW, N.W.

The QUANTITATIVE CONTROL of the DIET in DIABETES MELLITUS

required by modern treatment, with or without insulin, can only be carried out efficiently by the use of standardised foods, especially those containing carbohydrate.

CHELTINE FOODS & BREADS

meet every possible requirement in this respect. They have been famous for their palatability for forty years and, without losing that important character, have now been brought into line with existing medical demands. They are of guaranteed composition and on every package there is an analysis of the contents, showing their Carbohydrate, Protein, Fat and Calorie values.

CHELTINE FOODS & BREADS

are manufactured under the direction of a medical expert and their composition is controlled by an analytical chemist. They offer a wide range of choice, suited to every form of the disease, mild or severe, and avoid monotony in the diet.

CHELTINE FOODS & BREADS

are all hygienically packed to protect them from deterioration and avoid contamination.

Advertising matter, Booklets, etc. supplied free, on request, to Pharmacists.

THE CHELTINE FOODS CO.
13 Chester Walk, Cheltenham Spa

(N.B.—There are Cheltine preparations also for Anæmia and Dyspepsia, as to which information will be sent on request.)

DRIED YEAST

Produced from the celebrated "D.C.L." pure culture Yeasts, obtainable in the following grades :—

- (1) For fermentation or baking purposes.
- (2) For medicinal use, in ground or powdered form.

YEAST TABLETS

- (1) Live—or fermenting.
- (2) Silent—or non-fermenting.

DRY MALT EXTRACT

A kindred product to the world-renowned "D.C.L." Malt Extract.

Samples and prices may be obtained from :—

THE DISTILLERS COMPANY LTD.,
12 TORPHICHEN ST., EDINBURGH
or :—

THE UNITED YEAST COMPANY LTD.,
LONDON, BRISTOL, BIRMINGHAM,
MANCHESTER, LEEDS & NEWCASTLE

W.B.DICK & CO. LTD



BY APPOINTMENT TO H.M. THE KING

PARAFFINUM LIQUIDUM B.P.
ALL SPECIFIC GRAVITIES GUARANTEED TO REMAIN BRIGHT AT 0°C.

B.P. WHITE & YELLOW PETROLEUM JELLIES

WHITE AND HALF WHITE OILS

SEND FOR SAMPLES AND QUOTATIONS (WHOLESALE ONLY)

26 GROSVENOR GARDENS, LONDON, S.W.1
Telephone Sloane 346x, "Dicotto, Phone, London,"
Telegrams "Grosvenor" Glasgow, Liverpool, Newcastle,
Cardiff and New York.

FINEST PURE LOFOTEN

COD LIVER OIL



BRÖDR AARSÆTHER A/S

AALESUND,
NORWAY

VETERINARY
COD LIVER OIL
A SPECIALITY

SOLE AGENTS FOR U.K. (EXCEPTING SCOTLAND)

Freudentheil, Smith & Co.
21 MINCING LANE, LONDON, E.C.3
Tel. Add. : "Freudenthru" Tel. No. : Royal 6600

STOCKS HELD IN LONDON

AGENT FOR SCOTLAND: ANDREW STEVEN & SON, GLASGOW

PURE ORANGE WINE

A. MILLAR & CO., LTD., DUBLIN

(VINUM AURANTII B.P. 1914.) Prepared in strict accordance with the Formula of the British Pharmacopoeia. (Wholesale only.)
Samples from Head Office, Thomas Street, DUBLIN, or London Office, 74 Great Tower Street, LONDON, E.C.3.

Send your enquiries to the actual makers for—

**SHEEP DIPS, DISINFECTING FLUIDS & POWDERS
SOAPS (Hard.
Soft.
Liquid) LYSOLS, FUMIGATORS, SULPHUR CANDLES
and the well-known "KILLGERM" DISINFECTANT**

Keen Prices — Prompt Deliveries

The Killgerm Company, CLECKHEATON, YORKSHIRE. Tel: Cleckheaton 148

Doctors everywhere are prescribing

ESSOGEN

(LEVER'S Preparation Y)

The Most Potent Concentrate of Vitamin A yet offered

Doctors everywhere are prescribing Essogen (Lever's Preparation Y) for deficiency diseases, weakness after influenza, and in cases where it is necessary to build up resistance to disease.

Essogen (Lever's Preparation Y) is being extensively advertised in the medical journals. You will be well advised to keep good supplies in order to meet the demand.

Supplied in 2 min. capsules in—

Tubes of 50 at 54/- per doz. (Discounts on application.)

Bottles of 500 at 40/- each. (Discounts on application.)

Already stocked by all the leading wholesalers. Be prepared—and send in your orders to them or to

TRUFOOD LTD. (Dept. 9)
Union House
St. Martin's-le-Grand, London E.C.1

EN 5A-7

SELL BRITISH!

HARROGATE SPA SPARKLING TABLE WATER

Bottled and Aerated for the Corporation of Harrogate from one of Harrogate's 88 Springs by CAMWAL LTD.

AQUAPERIA The British Medicinal Aperient Water
Bottled by CAMWAL LTD.

CAMWAL Ltd. Factories at: London, Manchester, Birmingham, Bristol, Harrogate.
WEST END OFFICES: 123 Pall Mall, S.W.1

The Antacid Digestant

BiSoDoL

(Regd. Trade Mark)

Invaluable for

INDIGESTION, DYSPEPSIA, HEARTBURN, ACIDITY,
FLATULENCE, etc., etc.

BiSoDoL is recommended by Doctors, Dentists and Nurses throughout the Country.

Now available in three sizes 1/3, 3/-, 4/9.

BiSoDoL LTD.

12, Chenies Street, London, W.C.1.



YOUR CUSTOMERS can easily make

PURE BEER AT HOME

(The "Daily Express" says so)

FOR 1 D PER PINT : ALE OR STOUT FROM

VIGGORMALT

THE PURE
TRIPLE - STRENGTH EXTRACT OF
RICH MALT & HOPS ONLY

(NOTE THAT WORD "ONLY")

NO SUGAR OR OTHER ADULTERANT IS
ADDED TO MAKE BULK AND CHEAPEN COST

YEAST
SUPPLIED FREE
WITH EACH TIN

NO MILLING
MASHING
BOILING OR
FILTERING

Simply Add Cold Water

1932 WE MUCH APPRECIATE the co-operation of the Trade in 1932, which has resulted in greatly increased demand for "VIGGORMALT" and consequently reduced overheads per unit.

1933 WE RECIPROCATE by offering
Liberal EXTRA DISCOUNTS for 1933.

CARRIAGE PAID ON ALL ORDERS

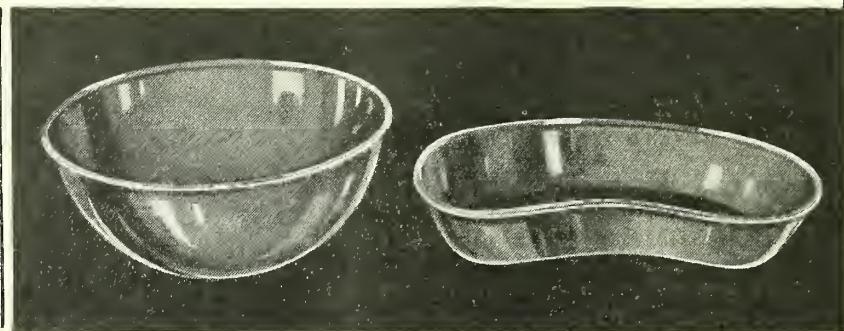
FULL PARTICULARS OF TRADE TERMS AND ATTRACTIVE DISPLAY MATERIAL SUPPLIED IMMEDIATELY ON REQUEST TO THE VIGGORMALT DISTRIBUTORS:

FASSETT & JOHNSON, LTD.
86 CLERKENWELL ROAD, LONDON, E.C.1

Sole Manufacturers:

VIGGORMALT Ltd., Davigdon Road, Hove, Sussex

STAINLESS STEEL HOSPITAL BOWLS

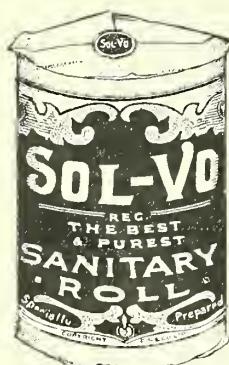


KIDNEY DISHES

These products are of heavy gauge steel with substantial beaded edge to withstand heavy wear, mirror polished inside and out. These sparkling utensils will shine like silver permanently.

BRITISH STAINLESS PRODUCTS LIMITED, SHEFFIELD

SOL-VO SELLS ITSELF



SOL-VO gives a good margin of profit to the Chemist and is economical for the customer because it contains nearly three times as much paper as the "so-called" cheap varieties. It pays to stock and display SOL-VO. Why not give it a trial?

FORD, SHAPLAND & CO. Ltd.

GT. TURNSTILE, HIGH HOLBORN,
LONDON, W.C.1

Telephone: Holborn 4695.

“SURCO” RELIABLE ELASTIC HOSIERY

SEAMED & SEAMLESS

For special garments to measure we maintain a 24 hour service

:: BODY BELTS ::
TRUSSES :: SUNDRIES

Write for Catalogue.

SURGICAL HOSIERY CO., LTD.

Russell Street :: NOTTINGHAM

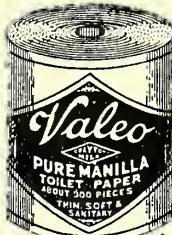
Telephone No.: 75903. Telegrams: SURGICAL, NOTTM.

Drayton Mill

GOLD MEDAL

TOILET PAPERS

"VALEO"



PURE MANILLA PAPER, THIN, SOFT and SANITARY. About 900 pieces, 12 oz. Rolls.

ENGLISH MANUFACTURE

"LYSOL"

MEDICATED



750 Pieces
12 oz. Rolls.

THIN, SOFT as VELVET and SOLUBLE.
NO INJURIOUS PRINT on PAPER.

"SILKO"

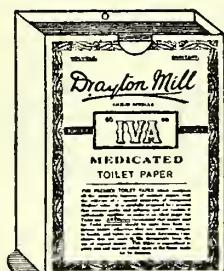


AN UNMEDI-CATED PAPER SOFT and SILKY. About 750 pieces 12 oz. Rolls.

THE MOST POWERFUL DEODORISING TOILET PAPER MADE

Treated with "LYSOL" under a pressure of 40 lbs. per square inch, which ensures a perfect non-irritating antiseptic paper.

Cartons



GOLD MEDAL

"IVA" Toilet Paper

About 1,000 Sheets in each Roll.

This is the premier Toilet Paper made, and combines all the important features of sanitary papers with the addition of a special antiseptic of recognised Medical value. It is carefully prepared by a process that ensures purity and softness, and yet renders it sufficiently resistant to make it an ideal paper for Toilet use.

Rolls



This Quality Suitable for Use in the Tropics.

Export Enquiries Solicited.

Testimonials from "THE LANCET," "THE BRITISH JOURNAL OF TUBERCULOSIS," and LONDON'S LARGEST HOSPITALS.

Please Write or Telephone us for Samples—

The DRAYTON PAPER WORKS, LTD.
SOUTH PARK, FULHAM, S.W. 6.

Telephone: FULham 5541.

Best sellers

The public is asking for **ZEAL CLINICAL THERMOMETERS** because they are:-
GUARANTEED TO STAY ACCURATE CONSISTENTLY ADVERTISED

Made by
ZEAL

-the name the public knows.

G. H. ZEAL, LTD.,
75 & 77, St. John St., London, E.C.1.

INCREASE YOUR SALES

A small window or counter display will bring profitable results. A P.A.T.A. line with full 33½% profit.
From the leading wholesalers:
Sole manufacturers:
Grout & Co., Ltd.
35 Wood St., London, E.C.2

WITH
NORVIC
Regd.
CRÊPE BANDAGES

STOPPERS AND BAKELITE SCREW CAPS

200 Varieties
Any Colour.

A suitable Composition Stopper will enhance the selling value of your package. Let us fit your Bottles and quote you.

T. WEBSTER & Co., Ltd. Telephone : Mountview 0952
Diamine House, Middle Lane, Hornsey, LONDON, N.8



BUY

BRITISH

PYRAMID CORKS
are better than ever.

6 and 8 oz.

N.H.I. 5d. per gr.

Ordinary 8½d. ,,

Fine 1½d. ,,

Finest 1/8 ,,

10 gross carriage paid.
20 gross - - less 5%.

Less 5% cash with order.

Write for full Price List and Size Gauge

N. W. Mitchell & Snow, Ltd.

"The Cork Firm."

Limehouse, London, E. 14.

PYRAMID

TRADE MARK

SANITARY TOWELS

The ORIGINAL and Most Popular
The "K." All wool in knitted cover,
very soft.
The "CELTEX." Made of Cellulose
for easy disposal.

FROM YOUR WHOLESALE HOUSE, PLEASE

SOUTHALLS

INSOLUBLE

NON-GELATINOUS

CELOCAPS

& HYGIENIC

ODOURLESS

SELF-SEALING BOTTLE CAPS MADE FROM VISCOSA.
EASILY APPLIED — ATTRACTIVE APPEARANCE —
OPAQUE OR CLEAR—WHITE OR COLOURED—PRE-
VENT CONTAMINATION, LEAKAGE, TAMPERING, &c.

BRITISH MADE BY
MODERN CHEMICAL PRODUCTS, LTD.
ORCHARD WORKS, YIEWSLEY, MIDDLESEX
Phone : West Drayton 345

'BEAUTY' THE PACKERS
BEST
SALESMAN

Have you realised how immensely important is the appearance of your package?

It is handled over and over again by every user, with pleasure or disgust, and is seen in window and on counter by thousands more.

The first cost of a Design which will please and attract is the only cost, and the very best for its purpose is the truest economy.

Our Designers are assisted by MEMBERS OF THE ROYAL ACADEMY, and can offer you the very best now.

ROBINSON & SONS, Ltd.,

Producers of High Class
Cartons and Boxes,

CHESTERFIELD & LONDON.

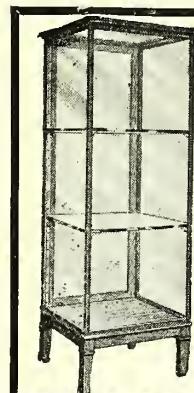
(3)

WE SUPPLY

DECORATED TINS
FOR PACKING
OINTMENTS
AND OTHER PRODUCTS.

SAMPLES AND PRICES UPON REQUEST.

THE CALDICOT TIN STAMPING WORKS LTD.
CALDICOT, Nr. CHEPSTOW, Mon.



SPECIAL OFFER OF UPRIGHT SHOWCASES

No. C.D.F. 4422

Very useful upright Showcase 5' 9" high x 20" wide x 20" deep, Glazed 1/4 Drawn Plate Glass. Interior fitted 2 adjustable glass shelves. Oak or Mahogany frames.

£9.5.0 each

Send for our New Catalogue No. C.D. 1400 of Showcases.

DUDLEY & COMPANY Ltd.
451 Holloway Rd., London, N.7
City Showrooms : 65/66 Fore Street, E.C.

*The Bridge between
Making and
Taking*

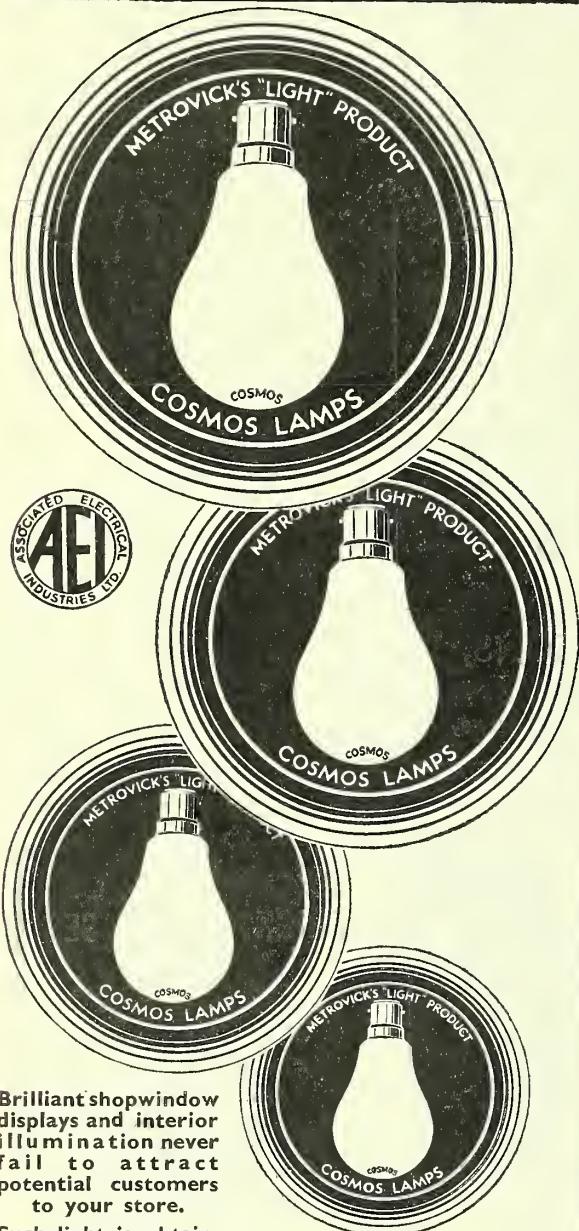


WILKINSON
PHARMACISTS' PRINTER

FOR
LABELS
ENVELOPES, BILLHEADS, MEMOS.
DANGEROUS DRUG & POISON REGISTERS
CARTONS, WRAPPINGS, Etc. Etc.



April 1, 1933



Brilliant shopwindow displays and interior illumination never fail to attract potential customers to your store.
Such light is obtainable with

COSMOS LAMPS

METROVICK'S 'LIGHT' PRODUCT

METROPOLITAN-VICKERS ELECTRICAL CO., LTD.
TRAFFORD PARK MANCHESTER

A free Postcard enlargement with each film developed and six prints.

The "PEERLESS" Water Colour Series

A "Peerless" is a joy supreme — a reminiscence always living — a gift divine.

For prices and specimens apply:—

The 'Owl' Advertising and Photographic Service, Louth. Competition does not make him blink

Tel. No. 226



FREE $\frac{1}{2}$ -doz. 1/- Veldt Cream

WITH EACH ORDER VALUE £2
(INCLUDING SOAP)

Example—12 doz. 5d. "Veldt" Cream costs 40/-, with Bonus Yields 66/-, i.e., approximately 40% on turnover.

"Veldt Cream"
GOOD SHOW MATERIAL
WELL & CONSISTENTLY
ADVERTISED—
Particulars to
VELDT LABORATORY
Springfield, Upper Clapton, LONDON, E.5

MANY SUCCESSES IN THE EXAMINATIONS

Your Opportunity to

QUALIFY IN OPTICS

PRACTICAL WORK. Personal tuition in the practical work is a distinctive feature. Students can avail themselves of the practical classes held during examination times when they are in London.

Expert Tuition for the SIGHT-TESTING DIPLOMAS of the Worshipful Company of Spectacle Makers (F.S.M.C.); the British Optical Association (F.B.O.A.); the National Association of Opticians (F.N.A.O.); or the College of Optics (F.C.O.).

Write for full particulars—

C. A. SCURR, M.P.S., F.S.M.C., F.B.O.A., F.N.A.O., B.Sc., F.I.O., F.C.O.
50 HIGH STREET, BARNET, LONDON, N.

WESTMINSTER COLLEGE OF PHARMACY.

WILLS' UNIVERSAL POSTAL SYSTEM

FEES (GT. BRITAIN & N. IRELAND).

PRELIMINARY SCIENTIFIC COURSE	£1 1 0
QUALIFYING COURSE	£1 1 0
APOTHECARIES' HALL COURSE	£1 11 6

REVISION PAPERS—Details on application.

POSTAL COURSE PROSPECTUS POST FREE
from The Secretary,

190 CLAPHAM ROAD, S.W.9.

Paraffinum Liquidum

B.P.

ALL GRADES
SAMPLES & PRICES

On application to —

STERNS LTD

16 Finsbury Square London E.C.2

WHOLESALE ONLY

Bleached
White
B.P.

BEESWAX

Refined
Yellow
B.P.

POTH, HILLE & CO., LTD.

6 Lloyd's Avenue, London, E.C.3.

Works at Stratford, E.

**ROBERTS' PATENT
"LEO" VACUUM FILLER**



for Glass, Stone,
and Tin Bottles.
Fills all sizes from
drachm to quart—
long, short or
sprinkler neck.

Clean and Rapid
No Over Filling
Broken Bottles
Rejected
Easy to Clean
Self Rinsing

WRITE FOR
PARTICULARS

Roberts' Patent Filling Machine Co.

T. ROBERTS, Proprietor,

38 Roundcroft Street, Bolton, Lancashire

Makers of every description of Bottle Filling and Shallow Jar and Tin Filling Machine for the Chemists' use.

ALL RIGHTS RESERVED

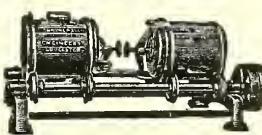
GRINDING SIFTING MIXING



Patent "Rapid" Mixer.



Patent "Rapid" Sifter.



Gardner Ball Crushing Mill.

for Chemical purposes
must be rapid, super-
fine, of laboratory ac-
curacy, and absolutely
consistent.

Gardner machines
perform all these
operations in the most
efficient way.

They are economical
and efficient; a high
standard is maintained
in the quality and
quantity of their out-
put.

Details and Catalogue of
all Gardner plants from

**WM. GARDNER
& SONS (Gloucester)
LTD.**

BRISTOL ROAD, GLOUCESTER

Telephones : 2288 (2 lines).

Telegrams : "Gardner, Gloucester."

London Office : 19 Gray's Inn Chambers.

20 High Holborn, W.C.1.

Telephone : Chancery 7347.

PRECIPITATED CHALK

LIGHTEST—MEDIUM—DENSE.
And All Other Grades To Suit Every Purpose.
CHEMICALS FOR ALL INDUSTRIES.

'Phone : Mansion House 7300. Tel. Add. : "Levermore, Phone, London."
A. LEVERMORE & CO. LTD. ABC Codes,
110 CANNON STREET, LONDON, E.C.4. 5th & 6th Editions.

PAM sanitary PADS

PAM Compressed, Standard, Soluble. Obtainable from your Wholesaler. Get Bonus Parcel Now.
PAM Manufacturing Co., Ltd., 10 Kingly Street, Regent Street, London, W.1

PARAFFINUM LIQUIDUM B.P.

EXTRA HIGH VISCOSITY HOLROYD'S OIL & CERESINE CO., LTD.
3 New London St., London, E.C.3. Phone : 3395 Royal.
Wires : Errikolroy Fen.

GUMS

TRAGACANTH
and ARABIC

As Imported or Finely Powdered

WHITE SHELLAC

FREDK. FINK & CO., 10 & II Mincing Lane, London, E.C.3
Telephone : ROYAL 5094.

SUDEX FOR SENNA

Handpicked and carefully graded pods. Quantities and packing to suit individual requirements.

QUOTATIONS AND SAMPLES FROM

The Sudex Co., Ltd., 21 Mincing Lane, E.C.3



SHADEINE FOR TINTING GREY HAIR

This popular article is largely advertised and stocked by all Wholesale Houses.
Trial size 8d. per doz. 6/-
1/4 size, per doz. 12/-
2/6 size, per doz. 24/-
3/9 size, per doz. 36/-

The SHADEINE Co., 58, Westbourne Grove, London, W.2

PHOSPHATE OF SODA, Pure

For Food Purposes

ASK FOR SAMPLE AND PRICES

PERRY & HOPE, LTD.

Forth and Clyde Chemical Works, NITSHILL.

Telephone : Giffnock 414 (2 lines). Telegrams : "Perryope, Nitshill."

TABLET BUYERS

If you want to get into the best market,
get in touch with

T. H. WALTON & Co. Ltd. BATLEY

CUT OUT thick cardboard LETTERS
IN ANY COLOUR. SIZE 1' FOR NOTICES, etc.

Can be fixed 100 anywhere for 2/- Send for Samples and Price Lists

Dept. B, ALLAN MANUFACTURING CO. LTD.

37 Farringdon Street, E.C.4.

Makers of DAYLIGHT (GUNGLO), ELECTRIC and High-Class Signs of all types

We supply no one but Chemists and Druggists with
"SAFEGUARD" Rubber Goods
They are of Highest Quality and Packed Hygienically.

Samples and Prices on application.

BURGE, WARREN & RIDGLEY, LTD.

91/92 GREAT SAFFRON HILL, E.C.1

Phone : Holborn 0050. Telegrams : Drugsund, Smith, London.

Cachet CLOSING and FILLING machines

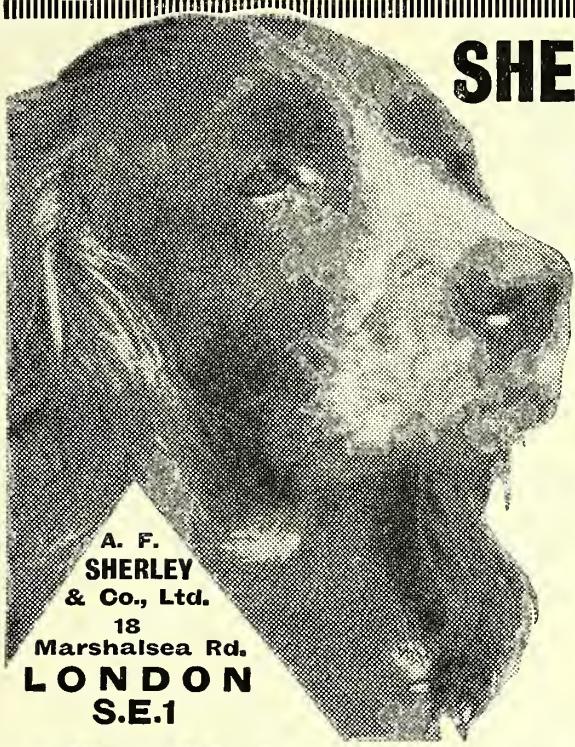
4/6 to 52/6

to suit all Dispensing Requirements.

WRITE FOR ILLUSTRATED LIST.

THOS. CHRISTY & CO., 4-12 Old Swan Lane, LONDON, E.C.4.

R. & H. LEIGH & SONS LTD.
--- BOLTON ---



A. F.
SHERLEY
& Co., Ltd.
18
Marshalsea Rd.
LONDON
S.E.1

SHERLEY'S MEDICINES

ARE
The Best to Make Me Well
AND
The Best for You To Sell

SHERLEY'S Dog and Cat Medicines are renowned for their Purity, Safety, and Efficacy, and each product can be thoroughly relied upon for the purpose for which it is intended.

This Reputation, in conjunction with the forceful and extensive Advertising Campaign which is always in operation, makes Sherley's the best-selling Dog and Cat Specialities. You can stock and display them with confidence, for every sale will bring satisfaction and mean further and increased business for you.

Trade Profits are generous and all Sherley lines are supplied on terms which eliminate all risk of loss. Send a Postcard to-day for Full Particulars, Special Quantity and Window Display Terms, Show Material, etc.

SHERLEY'S DOG & CAT FOODS & MEDICINES

RAT MODELS GREATLY INCREASED RODINE SALES

The Window Display means increased business. We send you a Piper, Rat Models, and complete show material, also suggested layouts which are simple, arresting and sales - compelling.



In a letter dated 6th February, Mr. Percy Tymms, Chemist, Debenham, wrote:—"We are very pleased to be able to assure you that whenever your models have been displayed the Rodine sales have been greatly increased."

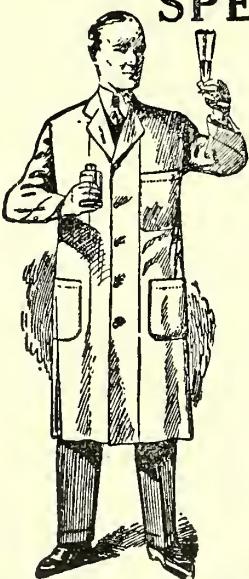
Prepare to make a Display now, and get all the benefit you can.

Send your request
to the

**RODINE WORKS,
PERTH, Scotland.**



OVERALL SPECIALISTS



JACKETS, WHITE DRILL	4/6, 5/11, 7/11
" KHAKI DRILL	8/6, 10/6
" BLACK POPLIN	12/6
" GREY	8/6
COATS (Long), KHAKI	5/11, 6/11, 8/6, 9/6, 11/6, 13/6
COATS (Long), GREY	7/6, 9/6, 11/6
" (Long), BLACK	14/6

DENTISTS' COATS,
WHITE, STAND COLLAR,
BUTTON on SHOULDER
12/6, 14/6, 16/6

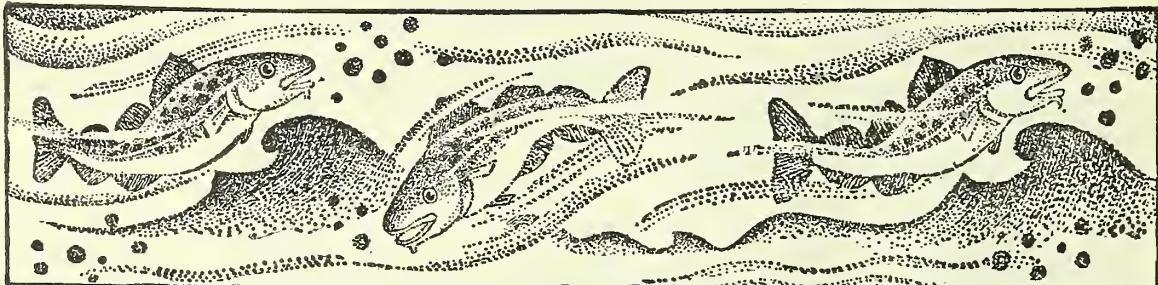
SURGEONS' OPERATING'
COATS, WHITE 12/6, 14/6

Jackets and Coats of very superior quality. Made from most reliable materials. Stock sizes 34 to 44 chest. Special prices for large quantities. Postage on single garment, 6d. Orders for 20/- Post Free.

Telephone : Bishopsgate 6751

GARDINER

& CO. (The Scotch House). LTD
1, 3, 5 Commercial Road, LONDON, E.1
1 minute from ALDGATE STATION.



The responsibility for the coming generations remains with us.

That the human body demands a sufficient supply of Vitamins to maintain it in a healthy state has been known for less than a generation.

Many people still suffer from lack of one or more vitamins, particularly A and D which give protection against infectious diseases and prevent rickets.

Scientific study of the problem of nutrition has shown that these vitamins are found to the greatest extent and in the least expensive and most accessible form in cod liver oil—a product which has become indispensable to the community.

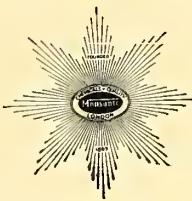
Cod liver oil is regarded by eminent physicians as one of the most powerful weapons mankind possesses in the battle against disease.

Norwegian cod liver oil is world-famous for its supreme quality.

A teaspoonful of Norwegian cod liver oil contains more A and D Vitamins than all the butter and milk one could possibly absorb in one day.



Norwegian Cod Liver Oil



MONSANTO

*Other Fine
Chemicals*

ASPIRIN

♦ ♦ ♦

SALICYLIC ACID

♦ ♦ ♦

SODIUM SALICYLATE

♦ ♦ ♦

PHENACETIN

♦ ♦ ♦

PHENOLPHTHALEIN

♦ ♦ ♦

SACCHARIN

♦ ♦ ♦

VANILLIN

♦ ♦ ♦

**All Guaranteed
Pure Products**

METHYL SALICYLATE B.P.

Makers of such articles as :—

OINTMENTS

EMBROCATIONS

MOUTH WASHES

FLY SPRAYS

etc.

Specify

MONSANTO METHYL SALICYLATE

BECAUSE :

It is a guaranteed pure product.

It has the natural wintergreen odour.

It effectively masks disagreeable basic odours.

It is always uniform and dependable in use.

It is BRITISH MADE.

We shall be glad to quote for spot or contract supplies.

MONSANTO CHEMICAL WORKS LTD

Works :

RUABON
and
SUNDERLAND.

VICTORIA STATION HOUSE, VICTORIA STREET,
LONDON, S.W.1

Telephone :
VICTORIA 1535.

Something New in Spring Medicines

GRAPE FRUITOIDS

A delicious sweetmeat containing Sulphur and flavoured with Grape fruit.

GRAPE FRUITOIDS quench the thirst, refresh and cleanse the palate.

A delightful Spring medicine for Children or Adults.

With every 7 lbs. we supply you with 50 envelopes containing a sample of Grape Fruitoids for distribution amongst your customers—a method of advertising this line which is sure to be most successful with such a palatable preparation.

With orders of 14 lbs. or over a free Display Jar is provided and a set of three showcards is available for Window and counter display. Envelopes are supplied for packing, and 50% profit is shown on TURNOVER.

FREE



We should be pleased to forward you sample for your own personal trial

PRICES

7 lbs. @ 1/4 14 lbs. @ 1/3
28 lbs. @ 1/2 56 lbs. @ 1/1
1 cwt. @ 1/-

Retail

2 d.
per oz.



We should also be glad to send you sample of Sulphur Tablets. Cellophane Rolls of 20 to retail at 2d. 12/- per gross

Arthur H. Cox & Co. Ltd.

MANUFACTURING CHEMISTS

B R I G H T O N



The CHEMIST AND DRUGGIST

SUPPLEMENT

This Supplement is inserted in every copy of The Chemist & Druggist

28 ESSEX STREET, LONDON, W.C.2

APRIL 1,
1933.

ADVERTISEMENT TARIFF

ALL ADVERTISEMENTS are PREPAID, so that remittance must accompany instructions in each case. If it be necessary to telephone or telegraph an urgent announcement this may be done, provided the money is telegraphed at the same time.

BUSINESSES WANTED and for **DISPOSAL, PREMISES TO LET** and **FOR SALE, PREMISES WANTED, PARTNERSHIPS, GOODS for SALE and AGENCIES**—6/- for 50 words; every additional 10 words or less, 6d. (Box No., 1/- extra.)

SITUATIONS OPEN—6/- for 40 words; every additional 10 words or less, 6d. (Box No., 1/- extra.)

SITUATIONS WANTED—2/- for 18 words; every additional 10 words or less, 6d. (Box No., 1/- extra.)

LEGAL NOTICES, TENDERS, AUCTIONS, and all specially-spaced announcements, 1/3 per nonpareil line (12 lines = 1 inch single column). (Box No., 1/- extra.)

MISCELLANEOUS (Wholesalers') Section for odd and second-hand lots—10/- for 60 words; 1/- for every additional 10 words or less. (Box No., 1/- extra.)

EXCHANGE COLUMN (for Retailers, etc.)—Twopence per word, minimum 2/-. (Box No., 1/- extra.)

THE CHEMIST & DRUGGIST, 28 Essex St., Strand, London, W.C.2
Telephone: Central 6565 (8 lines). Telegrams: "Chemicus, Estrand, London."

CLOSING FOR PRESS.

must reach us
not later than

FIRST POST THURSDAY MORNING

All advertisements intended for insertion in this Supplement

ORRIDGE & CO.

We make no charge to purchasers and invite intending buyers to communicate with us, stating their requirements

1.—LONDON, S.W.—Cash Retail and Dispensing Business; returns last year under management £2,751, with gross profit £1,037; double-fronted shop in busy main road; large premises; living accommodation can be obtained if required; at present sublet covers rent; 14 years' lease unexpired; if personally conducted this business would show about £700 per annum net profit; further details on application.

2.—SURREY.—Old-established Cash Retail Business producing net profit of over £500 per annum; double-fronted shop very well fitted and stocked; large house; rent £100; 16 years' lease; price £1,450, of which figure about £1,150 is for stock and fixtures.

3.—WIMBLEDON (near).—Medium-class Cash Retail Business with Kodak Agency and large N.H.I.; established 20 years; returns last year approximately £2,700 plus about £200 from Optical; new lease will be granted at £80 or property can be purchased for £1,000; Vendor estimates stock and fixtures to be worth £1,300; valuation terms entertained.

4.—NORTH LONDON.—Good Working-class Cash Business with Kodak Agency; returns last year £1,200, with gross profit £527; double-fronted shop; four-roomed house with bathroom and small garden; rent £80; 16 years' lease; price £500.

5.—MORDEN LINE.—Middle-class Retail Business with good Photographic; established 1931; returns last year approached £1,500, increasing; net profit estimated at £400; double-fronted shop, attractive; five-roomed house with bathroom, garden and back entrance; new lease at £165 for first seven years; price about £800 or valuation terms entertained for quick sale.

6.—ESSEX (Suburban).—Good Middle-class Retail and Dispensing Business; situated in main road, which is rapidly improving; healthy locality; returns under management last year £1,720; scope for increase; new lease will be granted or premises may be purchased; price for business about £1,150 or £400 for goodwill plus stock and fixtures at valuation; stock will be reduced if necessary.

7.—ASCOT (near).—Good Middle-class Retail and Dispensing Business with small N.H.I. and Optics about £17 per month; returns last year exceeded £2,000; this year shows considerable increase; gross profit 40 per cent; flat over, with bathroom; rent £160; 26 years' lease; terms valuation of stock and fixtures plus an agreed sum for goodwill.

56 LUDGATE HILL, E.C.4

ESTABLISHED 1846 Telephone No.: CITY 2283
May be CONSULTED at their Offices on MATTERS OF SALE, PURCHASE & VALUATION

8.—SOUTHERN HEALTH RESORT.—Good-class Retail and Dispensing Business; increasing turnover, last year being £2,450; attractive shop with modern double front; good living accommodation; outhouses and garden; lease 12 years unexpired at £125 per annum; option to purchase property at £1,500; stock and fixtures worth about £1,400; valuation of stock and fixtures plus an agreed sum for goodwill.

9.—SHROPSHIRE.—Neglected Business for immediate disposal; returns have been £6,000 per annum; extensive premises, held on lease which is renewable; stock and fixtures worth approximately £1,000; established 100 years and in present hands over 40; practically any reasonable offer will be accepted for a quick sale.

10.—HASTINGS (Near).—Light Retail and Dispensing Business; returns last year £1,337, with net profit £317; double-fronted shop; rent £45 per annum; held on lease; stock and fixtures worth about £650; price £850 or near offer.

11.—NORTH OF ENGLAND.—Cash Retail Business with large Photographic connection; returns last year about £3,000; rent £92 10s. per annum; sublet £78; lease 17 years unexpired; N.H.I. about 100 per month; shop centrally situated; price to be arranged.

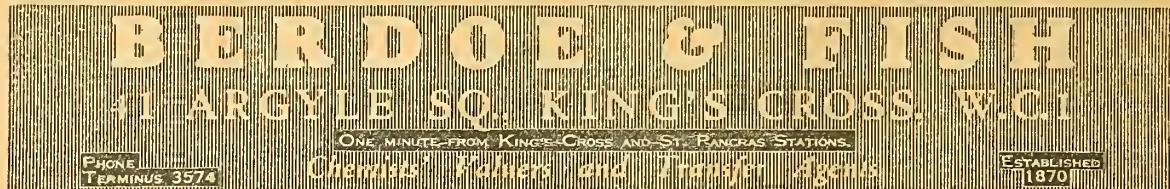
12.—CARMARTHENSHIRE.—Old-established Mixed Retail Business for disposal; returns last year £3,400; good living accommodation, bathroom and garage; vendor owns the property and wishes to sell same for £1,600; price of business about £1,500, the approximate value of stock and fixtures; the vendor wishes to sell forthwith and will no doubt meet a purchaser reasonably.

13.—MIDLANDS.—General Retail Business in artisan district producing net profit of £300 per annum; double-fronted shop; five-roomed house with good garden and separate entrance; rent £92; held on lease with option to purchase; price £450 or near offer for quick sale.

14.—WEST OF ENGLAND.—Cash Retail and Dispensing Business with fancy goods; established 1923; returns last year exceeded £2,200; double-fronted shop in shopping centre; stock and fixtures worth about £900; price required for business about £1,400 or valuation terms entertained; it is also necessary to purchase the property, upon which there is an existing mortgage which can be taken over if desired.

Chemists' Transfers, Valuations for Sale, Stocktaking & Probate

Special Terms for Income Tax Valuations and Preparation of Accounts by Qualified Accountants.



1.—ESSEX (Popular Seaside resort).—Good Middle-class Cash Business; returns nearly £4,000 under manager; scope for increase; handsome modern Pharmacy, heavily stocked; price £1,500.

2.—NOTTS.—Old-established Business, mixed-class trade; returns about £1,700, increasing; has been neglected; corner position; no house; stock and fixtures worth price asked, £900.

3.—MIDLANDS (Death vacancy).—Busy Middle-class Cash Business in same hands many years; returns last year £1,329; good profits; books audited; low rent; spacious shop with living accommodation; price £1,100 or near offer.

4.—SUSSEX COAST.—Good-class Dispensing and Photographic Business; pleasantly situated on sea front; returns average £1,200; no immediate opposition; nice house and garden; own freehold for sale with Business; further details on application.

5.—SOUTH COAST.—Old-established Good-class Retail and Dispensing Business; returns under manager £1,750, capable of much increase; lock-up shop, fine position, well fitted and stocked; price £1,150.

6.—EASTERN COUNTY.—Sound Light Cash Retail, in populous part of large town; returns last year £1,553; low expenses, easily worked; lock-up shop, neatly fitted and well stocked; price £800.

7.—SURREY (Suburb).—Middle-class Cash Retail; increasing; returns about £1,550; attractive modern fitted shop, with house; splendid position; good stock; price about £950.

8.—HARROW (Death vacancy).—Good-class Retail and Photographic Business; returns average £1,960, now about £1,600; beautifully fitted pharmacy, well stocked; excellent house; price £1,150 or nearest offer for early sale.

9.—SURREY.—High-class Business in best position of riverside town; returns last year over £2,000, at good profits, steadily increasing; handsome modern pharmacy, with excellent flat over; long lease; price valuation, plus reasonable goodwill; personally recommended.

10.—WARWICKSHIRE (Busy Town).—Working-class Cash Retail; returns over £1,000, increasing; modern attractive shop with house attached; stock and fixtures worth £300; price £450 or near offer.

11.—SOUTHAMPTON (near).—Good General Cash Retail, with N.H.I.; returns £1,300, scope for increase; corner double-fronted shop, well fitted and stocked, house attached; price £900 or offer.

12.—READING (near).—Light Country Retail, pleasantly situated; returns over £900 last year; modern shop and house with large garden; one other chemist; price valuation, about £500.

13.—ESSEX COAST.—Well-established Drug Store, main road position; returns about £800; owner leaving trade; good house attached; rent £70 on lease; double-fronted shop, fairly well stocked; price only £255.

14.—LONDON, S.W.—Good-class Family Retail, quite unopposed; sub-post office attached; returns over £1,900; easily worked; flat over; fully stocked; price £1,300 or near offer.

15.—LONDON, W.—Old-established Suburban Retail; in busy main road; turnover last three years average £1,900, present returns less; good profits; price £1,000.

16.—LONDON, N.—Good Working-class Cash Business; returns under manager £1,220, scope for increase; rent £80; long lease; double-fronted shop, with house; price £500.

SALE, PROBATE AND STOCKTAKING VALUATIONS PERSONALLY CONDUCTED BY PRINCIPALS, SPECIAL LOW RATES FOR STOCKTAKING AND PROBATE.

MISCELLANEOUS.

A BARGAIN Lot of Showcases, excellent condition, ready for use; two 4 ft. mahogany sliding door wall cases £12 each; 10 ft. mahogany counter with glass cases in front £14; 6 ft. all glass counter with parquetry bottom and glass shelf £9 10s.; two Silent Salesmen, 2 ft. 6 in. high by 1 ft. 6 in. by 1 ft. 4 in., each with two glass shelves, 60s. each; many other bargains. PHILIP JOSEPHS & SONS, LTD., 90-92 St. John Street, Clerkenwell, London, E.C.1.

CHEMISTS' FITTINGS.—We hold an immense stock of Drug Fittings, Dispensing Screens, Glass Fronted Counters, Perfumery Cases, Nests of Drawers, Wall Cases, Silent Salesmen, Upright and Flat Counter Cases, Plate-glass Counters, Cash Tills, Display Stands and Glass Shelves, &c., ready for immediate delivery at competitive prices. Write or call for List. F. MAUND & E. BERG (SHOWCASES), LTD., 175/9 and 336 Old Street, London, E.C.1.

CHEMISTS' Fittings, direct from manufacturer; soundly constructed in oak and mahogany; 8 ft. Drug Run, £18; 6 ft. Dispensing Screen, £14; 6 ft. Showcase Fronted Counter, £8 5s.; 6 ft. Wall Case, £11; 6 ft. Glass Counter, £8 15s.; Counter Case, 30 x 24 x 18, £2 5s., &c. Send now for photographs, or call and inspect. MYERS, Complete Chemist Fitters, 134a, Kingsland Road, E.2, near Shoreditch Church. Bishopsgate 2524.

CHEMIST FITTINGS (Mahogany).—10 ft. Drug Fixture, 8 ft. high, 30 drawers, glass labels and knobs, lockers, cupboard each end; 8 ft. Glass-front Counter, 3 ft. high; 6 ft. Dispensing Screen, 6 ft. high, movable shelves, counter at back, 3 bottle shelves; 6 ft. Wallcase, 8 ft. high, £75. Also Counter Cases, Dispensing Screens, new and second-hand. William Salter, Chemist Shopfitter, 109 Buckingham Street, Birmingham.

ENVELOPES.—We have 275,000 Job Mixed quality Commercial size envelopes to clear at 2s. 3d. per 1,000; well-gummed flaps. J. C. King, Ltd., 42 Goswell Road, London.

GENTLEMEN, we have what you want both in newly-designed as well as reconditioned Fixtures, Drug Fittings, Dispensing Screens, Counters with Glass Fronts, All Glass Counters, Wall Cases, Silent Salesmen, Perfumery Cases and Desks, &c., to suit your Pharmacy; please call or send us your requirements. RUDDUCK & CO., 219-227 Old Street, London, E.C.1.

LIMITED COMPANIES REGISTERED.

SPEEDY and efficient service, backed by over twenty years' experience in every class of business. Most reasonable and inclusive fee. Advice free. Write to A. B. SLACK, 721 Princess Road, West Didsbury, Manchester.

WANTED.—"Biochemical Journal," vol. 1-25; we pay £80. Bull. de la societe chimique de Belgique, vol. 1 to 1929; bound, £28. Berichte der deutsche chemischen Gesellschaft, vol. 1-14 (original), bound, £28. We purchase all other chemical periodicals. Priced offers to Universum Book Export Co., Inc., 45 East 17th Street, New York, N.Y., U.S.A.

WE can supply the Raw Material and an easy and simple process for the Manufacture of Saccharine. Write 218/809, Office of this Paper.

£?—COMPLETE CHEMIST FITTINGS at any price you wish to pay. We have erected in our showroom a Complete Chemist Shop with Metal Shop Front, Widow Backs, Correct Window Lighting Signs and Modern Interior Fittings. Apply for Lists. D. MATTHEWS & SON, LTD., "The Liverpool Shop Fitters," 14 and 16 Manchester Street, Liverpool. Est. 1848.

EXCHANGE COLUMN.

FOR DISPOSAL

(Articles up to the value of £5.)

150 MISCELLANEOUS Shop Rounds, cheap; state requirements. Whysall & Son, Grantham.

Price lists, trade circulars, samples, and printed matter can in no case be forwarded, the Box numbers being intended exclusively for specific answers to particular advertisements. The Publisher reserves the right to open and refuse to forward any communications received which he may consider contrary to this rule.

Ernest J. George

Sentinel House, Southampton Row, W.C.1 Telephone: Holborn 9200
Tudor House, Walsall Telephone: Walsall 3774
 Teleg.: "Earnest, Walsall"

Prospective purchasers of businesses (all descriptions) are invited to communicate with the full assurance that all confidences will be strictly observed. Service and Assistance rendered without obligation or expense.

The following businesses have in the main been visited, and are recommended to appropriate would-be purchasers.

(C1) EASTERN COUNTY.—A very old-established departmental business, including pharmacy and toilet departments, is offered for sale; present turnover £6,000/£7,000 per annum, with very good scope for increase; net rental £250 per annum plus rates; as an alternative to out-and-out purchase, the controlling interest in the business can be acquired for approximately £3,000; further particulars will be forwarded to genuine bona-fide applicants upon production of Bankers' or other satisfactory references.

(C2) LONDON, S.E.—Very old-established business situated in busy main thoroughfare; exceptional earning capacity, the present net profit after allowing for management and other expenses, being in the region of £600 per annum; net rent including rates, £130 per annum; purchase price required, £2,500 (not open to offer).

(C3) DURHAM.—Old-established pharmacy (lock-up), situated in leading position of small market town; average returns upwards of £3,000 per annum; rent £92 ros., less sub-let, £80; lease, 17½ years unexpired; price asked for lease and goodwill £500, stock and fixtures by valuation or by agreement (total estimated at £1,800).

(C4) LONDON, North.—Old-established Chemists-optician's business for disposal owing to genuine circumstances; present turnover approximately £2,500 per annum, with definite scope for increase, particularly in the optical department; living accommodation; low overhead expenses, and high percentage profits; minimum purchase price required, fixtures, lease and goodwill, £1,400, stock at valuation (total about £2,000).

(C5) LONDON (Outer Western Suburb).—Old-established pharmacy, situated in busy main shopping thoroughfare; average returns approximately £2,400 per annum, with high percentage gross profits, mainly due to the sale of proprietary lines, etc., the demand for which is considerable, and steadily increasing; good living accommodation; reason for disposal, owing to retirement; further particulars will be forwarded to genuine bona-fide enquirers upon application.

(C6) SOUTHERN COUNTY.—Established old-time pharmacy, with freehold property, for disposal by private treaty owing to retirement; in present hands for many years; the business numbers amongst its clientele, titled people and others of high social standing; negotiations can only be conducted at a private interview to be specially arranged; present returns approximately £2,300 per annum, with extensive scope for considerable increase; initial details to bona-fide enquirers upon receipt of Bankers' or other satisfactory references.

(C7) LIVERPOOL.—City business in commanding position, capable of showing an excellent net income to an owner-proprietor; present returns £35-£40 weekly; high percentage gross profit; reasonable overheads; no near opposition; purchase price £950, including stock and fixtures estimated at £800; exceptional opportunity for chemist adapted to, and desirous of acquiring, a business of this type; audited figures available, and every facility granted for personal investigation.

(C8) BAKER STREET (Near).—Old-established pharmacy (lock-up) showing steady and consistent progress; present returns approximately £1,950 per annum; good scope for further increase and development; purchase price to cover value of stock and fixtures only.

(C9) LONDON SUBURB.—Old-established retail pharmacy with sub-post office and good living accommodation; average returns for past three years approximately £1,950 per annum; no near opposition nor possibility of any in the future; business situated in good-class residential area; purchase price approximately £1,300.

(C10) LIVERPOOL.—Old-established pharmacy, offering excellent scope for further development; returns for last financial year approximately £1,950; net profit to owner-proprietor upwards of £500; good-class private dispensing, which is capable of definite increase; rent £77 per annum, including living accommodation; purchase price £1,100 or near offer; further particulars in strict confidence to genuine prospective purchasers.

(C11) LONDON, S.E. (Outer Suburb).—Good cash business situated in busy semi-main street; average returns for past three years approximately £1,800 per annum; good N.H.I.; rent £90, including living accommodation, at present sub-let for £52 per annum; purchase price for quick sale, £750 or near offer; certified figures available to support returns, etc.

(C12) BEDFORDSHIRE.—Country pharmacy with small optical connection; returns for last financial year upwards of £1,700, with net profit approximately £400; rent, £50 per annum; living accommodation available if required; further particulars in confidence to bona-fide prospective purchasers.

(C13) LONDON (OUTER NORTH-WEST SUBURB).—Modern pharmacy with good living accommodation for disposal owing to genuine health disability; attractive shop, well stocked and fitted; present returns approximately £1,600 per annum; further particulars will be forwarded to genuine prospective purchasers upon application.

(C14) POPULAR SEASIDE RESORT (SOUTH).—Large corner shop, well-fitted, and situated in prominent shopping thoroughfare; commodious premises, with excellent living accommodation; sudden breakdown in health makes an early sale essential, and the first reasonable offer, consistent with value, will be accepted; present returns upwards of £30 weekly, with undoubtedly scope for increase under personal proprietorship; from inside knowledge this proposition can be recommended with every confidence, as being perfectly sound and genuine.

(C15) CHESHIRE.—Established pharmacy with good living accommodation, situated in leading shopping street of popular seaside resort; mainly seasonal business, but there should be abundant scope for increase over the present returns, which are in the region of £20 weekly; further particulars will be forwarded to bona-fide enquirers upon application.

(C16) LONDON, E.C.—Old-established pharmacy (lock-up) with good scope for development under personal proprietorship; present returns approximately £25 weekly; purchase price to comprise value of stock and fixtures only (no goodwill asked).

(C17) LONDON, N.W.—Business situated in busy main thoroughfare of good-class residential district can be acquired outright for £600 (stock and fixtures estimated at £750) or a two-thirds share could be purchased for approximately £400; premises comprise spacious lock-up shop with two good windows and excellent internal fittings; scope and facilities for optics; the business should be capable of doing at least £50 weekly; this is an excellent opportunity for a young man with limited capital, but possessing the necessary zeal and energy that would be required, particularly in the early stages.

(C18) SUFFOLK COAST.—Unopposed business with living accommodation, for disposal together with freehold property, at a reasonable figure; present returns approximately £1,200 per annum, with genuine scope for increase if full possibilities are exploited; the business has recently been valued, and authentic figures are therefore available as a basis for negotiation; net profits for last financial year approximately £350. Further particulars will be forwarded in strict confidence to bona-fide applicants.

(C19) NORTHANTS.—Country pharmacy with ideal house, including extensive grounds, admirably suited to chemist wishing to semi-retire; net profits approximately £5 ros. weekly; price asked for business and freehold, £1,400, of which about £700 could no doubt be raised by mortgage if desired.

(C20) BEDFORDSHIRE.—Drug store stated to possess abundant scope for development under qualified proprietorship; present returns approximately £14 weekly; living accommodation; low rental; no near opposition; purchase price £350.

(C21) KENT (Near London).—Pharmacy (lock-up) prominently situated in small suburban town; average returns for past three years approximately £2,300 per annum. The overhead expenses are high, but the proposition offers excellent scope for considerable further increase; purchase price asked, £1,500; offers considered.

(C22) BERKSHIRE.—Old-established Chemist-Optical business, with living accommodation; very low rent which is more than covered by sub-letting; premises well fitted, and situated in semi-main shopping street; the business is well recommended to a gentleman possessing the dual qualifications, as the Optical department and future prospects in that direction are considerable.

TO CHEMISTS DESIRING FINANCIAL ASSISTANCE.

Subject to certain conditions, etc., arrangements can be made for the raising of capital in approved cases. Full particulars will be supplied upon application.

INTENDING VENDORS are invited to communicate privately with the definite assurance that all confidences, &c., will be strictly respected; quick sales will be negotiated privately and without publicity.

COMPREHENSIVE VALUATION SERVICE FOR ALL REQUIREMENTS.

SPECIAL ANNOUNCEMENT. On and after the 7th April next, the address of the London Office will be **Westminster Bank Chambers, 329 High Holborn, W.C.1** (opposite Chancery Lane Tube Station), Telephone Nos. Holborn 1167 and 1278 (two lines).

**THE ASSOCIATION OF MANUFACTURING CHEMISTS,
LIMITED**
(Business Agency, Transfer & Valuation Department)
**KIMBERLEY HOUSE, and at EXCHANGE CHAMBERS,
Holborn Viaduct, LONDON, E.C.1 2 Bixteth St., LIVERPOOL**
PARKIN S. BOOTH, Valuer. Tel.: CITY 1261-2-3-4'
VALUATIONS. SALES OF BUSINESSES. STOCKTAKINGS.
Enquiries Invited.

BUSINESSES FOR DISPOSAL.

6s. for 50 words or less; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

BATTERSEA, S.W.—Dispensing and Photographic Business; lock-up shop; stock £350, all saleable; average net profit last 3 years £300; for a young man desiring an established business, with scope for increase, this is worth investigating; N.H.I. scripts average last 12 months 400 monthly; price £650 inclusive. Apply 397/15, Office of this Paper.

BLACKBURN.—Old-established Business of a Photographic and Lantern Dealer, &c., for sale as a going concern; three good show windows in main thoroughfare in Blackburn; fully-equipped developing and printing department; stock at low figure; lease of premises will be granted. Further particulars may be obtained on application to Robert Ferguson, Solicitor, 9 Tacketts Street, Blackburn. Telephone No. 5918.

BLACKPOOL.—Well-established Chemist's Business; suitable for Qualified Chemist with capital of £450 desiring to be his own master, with security of tenure, satisfied at first with an income of £250 after paying rent and rates for shop and private house adjoining. 397/21, Office of this Paper.

CITY OF LONDON.—Busy corner site; rent £175; takings £1,200; now being conducted under manager, but easily capable of being doubled under live owner-manager; Kodak agency; well-fitted; ample storage; over 3,000 people pass hourly; hours 9 to 6.30, Saturdays 1.30, no Sundays; price £300, s.a.v. 218/810, Office of this Paper.

CLEVLEYS.—Double-fronted corner Shop; good position in rapidly increasing neighbourhood; well stocked; nicely fitted; Kodak D. & P.; bargain for quick sale. 398/36, Office of this Paper.

EAST COAST.—£100 plus stock, approximately £150, for quick sale; medium-class Photo and Chemists' business; N.H.I.; good scope for increase; Kodak Agency; fair amount D. & P., especially during summer; living accommodation and nice garden; long lease, or may purchase property; sound reasons for disposal. 398/24, Office of this Paper.

HACKNEY (N.E. London).—Old-established Pharmacy; badly neglected under several managers; double-fronted corner position near new estate about to be erected; lease 12 years; takings average £1,220 per annum (accountant's figures), plus N.H.I. average 900 per month, increasing; excellent scope for Panel work; best offer accepted; stock at valuation, approximately £150. 397/10, Office of this Paper.

LIVERPOOL.—Suburb main road. A good-class Retail and Dispensing Business; established 24 years; corner shop, with good living accommodation and private entrance; returns last year £1,711; net profit £400; Kodak Agency; owner retiring; price, stock and fixtures at valuation, plus goodwill; premises freehold, £1,500. 400/15, Office of this Paper.

LONDON, South-West.—Very busy main road lock-up with large, well-lighted basement; solid mahogany fittings; lease 20 years to run at £175; rates £34; increasing trade with scope to double; N.H.I.; price £350; s.a.v. about £400. P.C.B. 70/140, Office of this Paper.

LONDON.—Established Business situated in good-class residential suburban district; unique position, as there are no possibilities of opposition owing to lack of building sites; returns for past 3 years average about £2,000 per annum; sub-post office, which represents a valuable additional source of income; good flat available for immediate occupation; genuine reasons for selling and reasonable purchase price; for further particulars please apply to 218/812, Office of this Paper.

SRREY.—Old-established Family and Dispensing Business, with Kodak Agency, in small country town; well fitted, double-fronted shop with living accommodation above; returns over £4,000 (last 3 years' average) at good prices; fully stocked and staffed; good lease at low rental; owner retiring; price £3,300. Further particulars to bona fide inquirers. 398/27, Office of this Paper.

WESTCLIFF-ON-SEA.—Chemist's Business for Sale; corner premises situate thickly populated area; long lease, low rental; good accommodation; genuine concern; no agents; interview by appointment; details to genuine buyers. 398/40, Office of this Paper.

CHEMIST'S Business for immediate disposal in North London; densely populated neighbourhood; long lease; stock approximately £250; excellent fixtures; offers required for lease and goodwill; stock and fixtures at valuation. For further particulars apply Francis Nicholls, White & Co., 73 Cheapside, London, E.C.2.

S. F. CLARK, F.N.A.A. 'Phone: Prospect 3366
CHEMISTS' VALUER & TRANSFER AGENT
34 Marksbury Avenue, Richmond, Surrey
Combines with his efficient system, embracing BUSINESS TRANSFER & VALUATIONS for all purposes, that "personal touch" which makes the pharmacist's difficulties his own.
CONSULTATIONS ARRANGED ANYWHERE.
All communications treated confidentially.

CHEMIST'S Business for sale; seaside resort, South Wales; main road; good all-the-year-round trade; long lease; splendid living accommodation; shop is well fitted throughout; well stocked; price £800; particulars at interview. Apply first instance 396/33, Office of this Paper.

CHEMIST'S Business and General Stores in West Country village; N.H.I., Agricultural and Veterinary; now under management; fine opportunity Qualified man; good house and garden attached; lease, low rent; sidelines Newsagency, Stationery, Tobacco and Grocery; good clean stock; audited figures; every investigation; nearest £475 all at for immediate sale; snip. 400/3, Office of this Paper.

DRUG and Photographic Stores, West London; lock-up shop; lease 5 years with option; very low rental of 18s. 4d. weekly; takings average £19 weekly; net profit £6 10s.; well-established and good scope for live man; price £350; stock at valuation, about £200. P.C.B. 70/14, Office of this Paper.

EXCELLENT Opportunity for doing good business, with scope for Optics; pharmacy recently opened in West Country, near sea; fully stocked and fitted in mahogany; for sale below cost of opening; lease 20 years; house with separate entrance; redecorated throughout and fitted with every convenience; £625 cash; no trifling, please. 397/14, Office of this Paper.

FOR SALE, near Blackpool, in pleasant growing district, Family Business with all-the-year trade, opposite railway station; Wine Licence and Kodak Agency; valid reasons for selling; full particulars to prospective buyer. 399/33, Office of this Paper.

HIGH-CLASS Pharmacy in smart N.W. suburb, splendid position; cash trade; progressive figures since opening; takings for year ending December 31, £1,700; owner taking up medicine. Please write to D. Sprung, Chart. Accountant, 54 Mortimer Street, London, W.1.

OLD-ESTABLISHED Business in busy main road, South London, near City; large shop, well stocked, been much neglected; rent low; in hands of elderly gentleman for many years; cash takings about £12 per week; Panel recently introduced and increasing; young qualified man can do better; good prospects; cash £300. 397/23, Office of this Paper.

PROFIT last twelve months £395 net; pleasant London district; excellent Photographic Trade, Kodak Agency, good N.H.I.; large well-fitted double-fronted shop; good living accommodation, can be sublet if desired; valuation terms entertained; approximately £650 all in. 398/17, Office of this Paper.

UNDER DEED OF ARRANGEMENT.—For Sale as a going concern, the Business of Chemist carried on by Richard Arnold Bailey, and the property situate at 112 Beaumont Street, Nelson. For further details and to treat apply J. R. Slater, Solicitor, Carr Road, or C. W. Shutt, Corporate Accountant, Vine Street Chambers, Nelson.

£50 for Complete Business, less stock; industrial area, N.W.6; lock-up shop and rooms, decently fitted; did £12 to £14 under manager; plenty of scope for owner-manager with Kodak Agency; surgery next door, and low overheads; offered for one week only. Particulars from "Pills," 18 Southfields, Watford Way, N.W.4.

£275 Total Outlay secures genuine Chemist's Business and Freehold; good living accommodation, bath, &c.; busy main road, centre of vast district; trade averages £15 per week; grand opportunity; South Coast. 399/40, Office of this Paper.

BUSINESSES WANTED

6s. for 50 words or less; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

EASTERN COUNTIES.—Drug Stores Wanted; suitable unqualified; living accommodation essential; returns £15 to £25 weekly, with good net profits; must bear every investigation; full particulars treated with strict confidence. 397/19, Office of this Paper.

LANCASHIRE.—Business required, showing about £500 nett profit; living accommodation not essential; willing to entertain proposition of chemist retiring and acceptance of partner with a view to purchase; full particulars treated with strictest confidence. Lever, Chemist, Ainsdale, Lancs.

SRREY.—Good-class Business required returning upwards of £3,000 per annum; cash available for immediate purchase. Apply Orridge & Co., 56 Ludgate Hill, E.C.4.

A SOUND Dispensing and Family Retail Business required by private Chemist; for preference in good market town in Southern Counties or Midlands; returns between £5,000 and £10,000; capital waiting. Apply Orridge & Co., 56 Ludgate Hill, E.C.4.

BUSINESSES Required in and near to London showing returns of £30 per week up to any amount, with proportionate overhead expenses; negotiations for purchase can be commenced immediately; full cash transactions; intending vendors can communicate with guaranteed assurance that no information whatever will be disclosed without express permission; advice, etc., readily forthcoming without obligation; private interviews can be arranged by appointment. Ernest J. George, Sentinel House, Southampton Row, W.C.1. Telephone Holborn 9200.

EX-PROPRIETOR, qualified chemist (27), requires, almost immediately, small Business in Midlands or district where there is scope for increase; neglected business considered; capital available £250; what offers? 397/120, Office of this Paper.

GENUINE Business required, South of England or Coast, between Devon and Sussex; net profit not less than £300; cash waiting; alternatively, advertiser, who is well known in the Drug Trade, would be pleased to consider active directorship or partnership in established concern, with or without view to ultimate succession. Caesar, Chemist, Weymouth.

PREMISES TO LET.

HANWELL.—Two shops, fitted modern fronts and one with upper part, to let without premiums. Apply Hillier, Parker, May & Rowden, 27 Maddox Street, W.1. Telephone Mayfair 7666.

SOUTH-EAST LONDON.—Fine Shop to Let in a rapidly developing suburb, 10 miles from London Bridge, offering a magnificent opportunity to a Chemist; the shop is one of a capital parade of six shops, situate in a central position, practically opposite railway station, midway between the old and new town; extensive building operations still in progress; unlimited scope for an enterprising trader. Full particulars, Dyer, Son & Creasey, Chartered Surveyors, Sidcup. (Phone: Sidcup 223. Offices open until 5 p.m. Saturdays.)

SUITABLE FOR CHEMIST.—Shop, with flat over, in Hook Road, Surbiton; rent £125 per annum; domestic traders in adjoining shops. Sole Agents, Healey & Baker, 29 George Street, Hanover Square, W.1.

NEW Lock-up Shop, with large window; situated on the main road; suitable for a chemist; none in the neighbourhood; population 3,000 and increasing; rent 30s. Apply L. D., The Warren, Warren Road, Woodingdean, Brighton.

PREMISES FOR SALE.

FOR SALE.—Warwick District; Double-fronted Corner Shop, large show windows, main road, good living accommodation; workshops, large yard, shed for car; electric light; splendid opportunity for chemist, nearest about 1 mile one way, 2 miles the other; thickly populated district, with new estates; price for quick sale £650, freehold. Apply 18 Market Place, Rugby.

OPPORTUNITY of securing at very moderate figure a Shop in an important block; unopposed position which is yearly more valuable; modern freehold premises, shop, fine living accommodation, garden, garage; situated main road outer suburb W. London; £1,300; chemist demanded locally. Write, Ernest, 1 Hugon Road, Fulham.

APARTMENTS.

WHEN YOU COME TO LONDON STAY AT THE HAMPDEN RESIDENTIAL CLUB.

FOR GENTLEMEN. Hampden Street, N.W.1. Close to King's Cross and Euston. 300 bedrooms. 12s. 6d. to 25s. per week, including baths, attendance and boot cleaning. All meals à la carte in dining room. Moderate tariff. Large Club Rooms, Library, Billiards Room, Reading Room and Study for Students. Illustrated Prospectus from Secretary. Museum 3424.

APPRENTICES.

APPRENTICESHIP required, in Retail or Wholesale house, by youth (16); registered; good recommendations. 14 Brentwood Road, Romford.

SALE BY AUCTION.

Removed from Cricklewood, South Norwood and elsewhere for convenience of Sale.

SALE ROOMS, 5 LITTLE BRITAIN (close to G.P.O.), LONDON, E.C.1.

The Well-made FIXTURES OF TWO CHEMISTS' SHOPS, including Drug Runs, Wall Showcases, Glass-fronted Counters, Silent Salesmen, Nests of Drawers, Mirrors, Cashier's Desk, Tills, Window and other Display Fittings, Office Furniture, Safes, Typewriters, Chairs, &c.

B. NORMAN & SON

Will Sell by Auction at their Sale Rooms, as above, WEDNESDAY NEXT, APRIL 5th, at 1 o'clock. View Day Prior. Catalogues on Application. Telephone: National 6463.

AGENCIES.

A NEW ZEALAND Firm of Manufacturing Chemists invites correspondence with British Manufacturers (preferably those whose products are already on the New Zealand market) desiring to depute the manufacture, &c., of their goods to a reliable established firm in the Dominion; the strictest confidence will be observed. Address inquiries in first instance to "Chemicus," c/o Wright, Kerr & Co., Bevis Marks House, Bevis Marks, London, E.C.3.

IRISH FREE STATE.—Old-established Company of Manufacturers, Distributors and Agents, with valuable connection and travelling staff, are open to manufacture or pack, sell and distribute proprietary or other lines for firms of standing, on commission or by arrangement; give full particulars and nature of goods when replying. Reply 397/30, Office of this Paper.

P.H.C., M.P.S., holder of French Diploma, established in Paris, is desirous of communicating with proprietors of well-known British patent medicines, willing to introduce and/or manufacture their products in France; references given. Please write to Dr. R. V. Mazioum, Pharmacien, Pharmacie de Choiseul, 23 Rue de Choiseul, Paris, 2e.

THE RED BAND CHEMICAL CO. desire Representatives for the following counties: Northampton, Norfolk, Suffolk, Huntingdon, Hertford, Berks, Wilts, Hants, Somerset, Cornwall, Devon and Wales, on commission basis; must have good connection and selling ability. Apply, giving full qualifications, to Richmond Terrace, Edinburgh.

WELL-INTRODUCED Selling Agents wanted by manufacturers of bulk-packed toilet goods; first-class products well-packed, smartly labelled; equipped for large output; preference given those with office accommodation; write stating area covered and present lines. 218/818, Office of this Paper.

SPECIAL NOTICE.

STOLEN CASH REGISTERS.—Thefts of Cash Registers are increasing, and many stolen machines are being offered for sale. Recently a sentence of six months was passed for receiving some of these machines. If a second-hand cash register is offered to you and the price seems attractive, the National Cash Register Company will be pleased to advise as to its age and the name and address of the original purchaser or last known owner. Anyone who has had a cash register stolen is urgently recommended to communicate to the company the full details, which will be circulated immediately to all its 600 agents, mechanics and staff. THE NATIONAL CASH REGISTER CO., LTD., 225 Tottenham Court Road, London, W.1. Phone: Museum 9811 (9 lines).

SITUATIONS OPEN.

RETAIL (HOME).

6s. for 40 words or less; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

EAST KENT.—Qualified man wanted at once for neglected branch, single-hand.; tactful Counterman; good recent references; please state full particulars and send photo. 398/29, Office of this Paper.

LONDON, S.E.—Lady, qualified; please give usual particulars in first letter and state salary required; permanency. 400/4, Office of this Paper.

LONDON, S.W.—Assistant (about 30), qualified, for working class district; must be a good Window-dresser, experience in Counter Work, Toilet and Photographic Sales; salary £2 10s. per week. Applications by letter only, 82 Priory Road, Hampton, Middlesex.

LONDON, W.5.—Capable Unqualified Assistant, age not over 30; good all-round man; willing to undertake relief work. Applications, stating previous experience, to 399/18, Office of this Paper.

CAPABLE Junior Assistant required; good Salesmanship essential; state salary required. Clarke, Chemist, Newport, Mon.

LADY required by West-End Chemists to divide time between office and shop; good Book-keeper essential, with Counter and Dispensing experience; typewriting an advantage. Apply by letter only to Messrs. Read, Cocke & Watson, 47 Gresham Street, E.C.2.

LADY Chemist required at once, London suburb. Apply, stating age, experience, wages required and references, photograph (returnable only if stamped addressed envelope is enclosed), 398/35, Office of this Paper.

QUALIFIED Manager wanted, April 24, for small branch in industrial Midland district; state age, height, experience, date disengaged, married or single, salary required; give names or copies of references and enclose photo if possible (returnable). 397/13, Office of this Paper.

QUALIFIED Chemist to manage business in London, age 30-35, preferably married, live on premises; other staff unqualified; all-round experience, including N.H.I., and knowledge of Photography essential; interested in Window-dressing; good opening for a worker. P.C.B. 70/2, Office of this Paper.

QUALIFIED Chemist (25-30) and tactful Salesman, to take charge of good-class Dispensing and Photographic Business (with apprentice) on South Coast; state age, height, experience and salary required; applications unanswered in 5 days declined. 397/31, Office of this Paper.

QUALIFIED, to act as Superintendent in Western Suburb, elderly, or lady not objected to; moderate salary; full particulars in first letter; letters not answered in 7 days respectfully declined. Write Emery, 60 Madeley Road, Ealing, W.5.

QUALIFIED Manager, East London Suburb; must be young, have a thorough knowledge of the trade, and be prepared to work; £3 10s. and liberal commission; those unanswered in seven days respectfully declined. 218/815, Office of this Paper.

UNQUALIFIED Assistant (25-35), male, at once, for good-class business; please give full particulars of age, height, experience and salary required. C. H. Dixon, 7 Central Parade, Wembley, Middlesex.

UNQUALIFIED Assistants required; applicants must be well up in modern pharmacy; energetic and live business men; good salary and commission; permanency. Apply, giving age, full particulars of experience and salary required, to Secretary, Timothy Whites, Chemists, Portsmouth.

WANTED.—Assistant, unqualified (20-30), smart appearance and good Window-dresser; send returnable photograph and references. Smith, Chemist, Peterborough.

WANTED.—Up-to-date Qualified Manager for Pharmacy in South Manchester (30-35); expert window display essential. Apply, with references, stating salary, to 218/814, Office of this Paper.

WHITFIELD'S have a vacancy for first-class Qualified Assistant (male). Apply, with usual particulars, to Mr. Collier, 113 Westborough, Scarborough.

WHOLESALE.

LONDON.—Applications invited from salesmen calling upon Chemists and Hairdressers in the Home Counties and adjacent districts of London; salesmen with connection preferred, but applications from Chemists' Assistants resident in the areas will be considered; for the first month remuneration by very generous commission, and then upon salary, expenses and commission basis. P.C.B. 70/22, Office of this Paper.

YORKSHIRE House will shortly require a representative for West Riding and Midlands; must be a gentleman of experience—a practical man and a Chemist; Drugs, Packed Goods, Sundries and Patent Medicines; principally motor delivery; good post for the right man. 218/808, Office of this Paper.

ADVERTISING.—Qualified Chemist, young, wanted by London A wholesales Chemists, able to write good copy; knowledge of medical terms and therapeutics. Full particulars, age, salary required, experience, &c., to 218/807, Office of this Paper.

JUNIOR Typist required, used to telephone and filing. 396/18, Office of this Paper.

MANUFACTURERS of Pharmaceutical and Toilet Preparations, Perfumery, &c., require General Manager; must have had practical experience in manufacturing and packing for home and export markets; capable of working on his own initiative and controlling staff and travellers. State in confidence previous experience, age, salary required, to "Manager," 218/817, Office of this Paper.

PHARMACIST, young, with commercial experience, wanted for junior executive position in manufacturing chemists' sales department. 218/813, Office of this Paper.

REPRESENTATIVE required with East London connection by well-known wholesale druggists; must be experienced; salary and commission. Write stating full particulars, 218/811, Office of this Paper.

CONTINENTAL POSITION.

Old established company manufacturing high grade PHARMACEUTICAL SPECIALTIES requires for head office (Continent) a MAN of GOOD EDUCATION (pharmaceutical and/or scientific an asset). Age 30 to 36. Must be reliable, accurate, systematic, capable to act on own initiative and of being developed for EXECUTIVE POSITION. Perfect knowledge of the English language indispensable and sufficient German to understand printed texts.

PERMANENT RESPONSIBLE POSITION.

Apply, giving full particulars of experience, age, references, copies of testimonials and photograph (will be returned) 218/794.

REQUIRED, Men with high-class connections among Chemists; qualified preferred, but not essential; car an advantage; to take up a new proposition with Medicated Confections; men with non-clashing lines apply; splendid opportunity. Full particulars, Couvou Confections, Ltd., Newport, Mon.

Scott & Bowne, LTD., the manufacturers of Scott's Emulsion, require a first-class Representative to work Yorks, Lancs, and the Northern Counties as from June 1, 1933. He must be well known to the retail pharmaceutical trade in this territory, preferably qualified, thoroughly reliable and a good salesman. Remuneration: salary, commission, hotel expenses and car allowance. Apply by letter only to S.M., Scott & Bowne, Ltd., 10/11 Stonecutter Street, London, E.C.4.

TRAVELLERS Wanted, for Syringes, Droppers, General Surgical Glassware; keenest prices; generous commission. 218/819, Office of this Paper.

TRAVELLERS required, all counties, with proven connections Wholesale and Retail Chemists and Druggists, for exclusive branded line Impregnated Polishing Cloths; commission basis; give full details lines carried, references, &c. 218/820, Office of this Paper.

TRAVELLERS required for North London and Provinces; calling on Chemists, Hairdressers and Stores who are allowed to carry an extra line; good selling lines on generous commission to commence with; write for appointment. 397/22, Office of this Paper.

WANTED, Toilet Goods Traveller, by well-known house; must have connection Southern England and Wales. Give full particulars of experience and qualifications to 218/816, Office of this Paper.

SITUATIONS WANTED.

. RETAIL (HOME).

2s. for 18 words or less; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

A.A.A.A.A.—ASSISTANT (23; 5 ft. 9 in.), disengaged, London or suburbs preferred; trustworthy and conscientious; good Counter-man and capable Window-dresser, Photographic, general knowledge of Dispensing. 399/11, Office of this Paper.

A.A.A.A.A.—BRANCH Manager, Qualified (29), desires change; London and District preferred; excellent Salesman and Counter hand; conscientious, energetic worker; proved acquisition and business builder; comprehensive experience; highest references; free one week. "Chemist," 144 Stechford Road, Birmingham, 8.

A.A.A.A.A.—Qualified (25), requires post; quick and accurate Dispenser; good Counter, Photographic and Window-dressing experience; energetic, courteous Chemist, 2 Longton Grove Road, Weston-super-Mare.

A.A.A.A.—Ph.C. (male), Square trained (25), good appearance and education, seeks responsible position with prospects; South-Eastern England; now managing; prospect succession considered; free one week. 396/20, Office of this Paper.

A.A.A.A.—Qualified; young; "Square" trained; desires change; sound knowledge all branches; London and Provincial experience. P.C.B. 70/12, Office of this Paper.

A.A.A.A.—GENTLEMANLY Assistant (24), single, good appearance and address; first-class experience in Counter work, Window-dressing, Dispensing (hospital), Stock-keeping and Photographics; well recommended; disengaged. 395/36, Office of this Paper.

A.A.A. —MANAGER (25), tall; excellent references; hard worker; experienced in all classes; free at short notice. Chemist, 8 Oldfield Road, Hotwells, Bristol.

A.A.A. —QUALIFIED (24), smart and energetic, desires situation as Manager or Assistant; first-class experience; excellent references; disengaged. Freedman, 90 Watford Road, Wembley, Middlesex.

A.A. —ADVERTISER (40), unqualified, tall; experience Counter, Dispensing, Photography; adaptable; now free. Alexander, 189 Southampton Street, S.E.5.

A.A. —ASSISTANT (20), 5 years' experience; quick Dispenser; permanency; London preferred; disengaged.—K., 47 Aldbourne Road, W.12.

A.A. —GRACE RENNIE, Pharmacist, now booking Locums; experienced General and Public Assistance Hospitals; highest credentials. "Craig-y-Don," St. Leonards-on-Sea.

A.A. —QUALIFIED Manager, highly successful Prescriber and Business Builder, seeks responsible position, London, Suburbs or South Coast; thoroughly conscientious; good personality; experienced all branches; keen Salesman; 3½ years present engagement; domestic reasons. 399/23, Office of this Paper.

A.A. —QUALIFIED (27), permanency, locum or season; excellent all-round experience, Counter, Dispensing and Photographic; energetic, courteous, reliable; free at short notice. 396/6, Office of this Paper.

A.A. —QUALIFIED Chemist-Optician (23) requires situation as Assistant or Manager; South Wales preferred; good references; moderate salary. Apply R. Jones, 20 Colum Road, Cardiff.

A. —CAPABLE lady, unqualified, 12 years' experience Dispensing, Counter and Stock; energetic and trustworthy; disengaged. Holmes, 46 Deodar Road, Putney, S.W.15.

A. —QUALIFIED Chemist (24); splendid experience (seaside and town) in all depts.; permanency; anywhere; £4 5s. Benn, 13 Mayor Avenue, Blackpool.

A. —QUALIFIED experienced Manager; disengaged; permanency or locum; London or suburbs; moderate salary. Davies, 109 Alexandra Drive, Surbiton, Surrey.

A. —Qualified Scot (24); first-class experience all branches; Manager and Assistant; tall; well educated; disengaged; write or interview; London or country. Chemist, 15 Haldon Street, Homerton, E.9.

A. —CAPABLE all-round Assistant (32) desires season engagement; first-class experience Dispensing, Photo, Counter; first-class references; at liberty April 17; Bournemouth district preferred, not essential. M. J., 13 Royd Villas, Hebden Bridge, Yorks.

A. —CAPABLE Lady Assistant, 6 years' first-class town and seaside experience Toilets, Patents, Photographic, Windows; disengaged. 398/38, Office of this Paper.

A. —CAPABLE Unqualified Assistant (35), tall, excellent all-round experience, recently returned from abroad, desires post in busy pharmacy in order to regain acquaintance with up-to-date prices of patents, toilets, etc.; salary not essential. Write, Douglas, 109 Hurlingham Road, S.W.6.

A. —QUALIFIED Chemist (28), tall; 12 years' experience Dispensing, Counter, Photographic; Assistant or Manager; at liberty one week. 396/26, Office of this Paper.

A. —GE 26, Qualified; good Organiser, Prescriber, Window-dresser, Salesmen; good appearance and address; courteous, reliable, energetic; permanency, London or South; locums accepted. "Pharmacist," 1 Selwood Road, Hook, Surrey.

A. —ASSISTANT (26), unqualified; thoroughly conversant with all branches Pharmacy; exceptional references; London experience; expert Dispenser, Salesman, Window-dresser; 6 ft.; good appearance; season or permanent. 400/7, Office of this Paper.

A. —S LOCUM, Manager and Holiday Assistant; 30 years' good experience Counter, Book-keeper, Dispensing and Worker. "Prescriber," 130 Scott-Ellis Gardens, N.W.8.

A. —SSISTANT Dispenser (Hall), lady, desires post; experienced; excellent references; in or near Brighton. 8 Prestonville Road, Brighton.

A. —SSISTANT (26); Referr. Part II; tall, capable; requires situation in London (City or suburbs); experienced Salesman, Window-dresser, Dispenser; disengaged. Atkinson, 67 Bedford Road, Clapham. 'Phone: Bri. 5238.

A. —SSISTANT, Part I, for summer, London or coast; good experience Counter, Photography, Dispensing, Toilets; height 5 ft. 11 in. T. R. Bowman, Neptune House, 3 Rhodesia Road, Stockwell, S.W.9.

A. —SSISTANT (23), tall, 8 years' experience in City and Suburban; good training in High-class Toilets, Dispensing and Photo; good Window-dresser; permanency or summer relief; anywhere. H. Holt, 227 Park Road, Oldham.

A. —SSISTANT (23), unqualified, season or permanency; excellent experience all branches; free statim. P. A. J. Baker, "Chudleigh," Harepark, Alcombe, Minehead, Somerset.

A. —SSISTANT (30), unqualified; expert Window-dresser, Dispenser, Prescriber and Photographic; highly recommended. MacGregor, 57 Heath Road, Hounslow.

A. —SSISTANT (25), unqualified; 9 years' experience Dispensing, Counter, Photographics; disengaged Easter. Evans, "Pickwick," Gurney Court Road, St. Albans.

A. —SSISTANT or Manager; married (37); unqualified; capable Dispenser; Counterman, Window-dresser, Photographics, D. & P.; thorough experience Retail; also knowledge Wholesale. Geo. Dodd, 2 Orchard Cottages, Church Road, Malvern Link.

A. —SSISTANT, Unqualified (24), desires post; Dispensing, Counter and Photography; excellent references; interview arranged April 4-6 if in London. Nicholas, 11 The Park, Treherries, Glam.

A. —SSISTANT, unqualified, tall, with 30 years' experience; single; disengaged. Harris, 24 Link Road, Edgbaston, Birmingham 16.

A. —SSISTANT, Unqualified; active; first-class general all-round experience; free any time; personal interview; London only. A. Jones, 8 Kingswood Avenue, Queen's Park, N.W.

C. —CAPABLE Assistant, unqualified, single; all-round experience; 16 years one berth Midlands, 4 years North London, 4 years Army Dispenser; Prescribing, Private and Panel, Dispensing, Photographic; conscientious, trustworthy; remuneration reasonable; excellent references; disengaged; interview. "Dispenser," 46 Canonbury Square, N.1.

C. —CAPABLE Qualified M.P.S. (24) desires locum or permanency; London or Provinces; excellent references; low salary; college medallist. Chemist, 23 Hampstead Road, Nottingham.

D. —DISPENSING and Photographic Chemist (M.P.S.), permanency or Locum; young, energetic and reliable; good all-round experience; proficient Salesman, Window-dresser, Dispenser, Stock-keeper, &c.; now free for engagement, any capacity, anywhere. "Altior," 59 Prince's Road, Cleethorpes, Lincs.

E. —X-PROPRIETOR (27) is willing to offer his services and ability to anyone requiring a real live wire as a business builder; keen and enthusiastic; can invest capital if desired (partnership considered); what offers? 397/12, Office of this Paper.

F.B.O.A. —J.C.Q.O. (27), single; attended Refraction Hospital; keen refractionist; experienced in Photography; managed D. & P. dept.; good Salesman, Window-dresser; 12 years' Pharmaceutical experience. "Toric," 122 Brudenell Road, Upper Tooting, S.W.17.

F. —FIRST-CLASS Dispenser, capable Counterman, &c., requires situation for season only; age 22; Part I; South preferred. 397/11, Office of this Paper.

F. —FIRST-CLASS, experienced, unqualified Assistant, well conversant with every department, requires a post; exceptional recommendations. "Accurate," 398/4, Office of this Paper.

J. —JUNIOR (age 20, 5 ft. 10 in.), apprenticed good-class business; good appearance and address; excellent references. 62 Richmondwood Road, Bournemouth.

L. —ADY Dispenser, Book-keeper, Qualified, requires post; disengaged; excellent references and experience. Isemonger, 26 Castlemain Avenue, West Southbourne, Hants.

L. —ADY Dispenser, Hall, requires post, Doctor, Hospital or shop; free now; good references. Nott, Gentry's, Henny, Sudbury, Suffolk.

L. —ADY Dispenser-Bookkeeper, Hall Certificate, seeks post with Doctor, Hospital or Chemist; experienced N.H.I. and Counter. Cherrill, 55 Waylen Street, Reading.

L. —ADY Assistant, West End and Suburban experience; Counter, Stock, Window-dressing; temporary or permanent. Flack, 46 Fontarabia Road, Clapham Common, S.W.11.

L. —ADY, capable, unqualified, over 12 years' experience Counter and Dispensing; retail pharmacy or doctor; London or suburbs preferred. Robinson, 133 High Street, Beckenham, Kent.

L. —ADY, qualified, excellent references and experience, seeks post, hospital or retail. Reference 623, 77 Oxford Street, Manchester.

L. —OCUM, disengaged April 3, open for Easter; few summer dates open; particulars. Locum, 56 Rudloe Road, Balham, S.W.12.

L. —OCUM, Qualified, experienced (36); any time; anywhere. Apply, L. Ridsdale, Blendworth, Horndean, Hants, and Home Leigh, Hornchurch Road, Romford.

L. —OCUM.—Three weeks from April 1; experienced Dispenser, accustomed to high-class Family Business (24); Part I. Bishop, 12 Dawney Road, S.W.18.

L. —OCUM.—W. J. Talintyre, M.P.S., Ashton-on-Ribble, disengaged for Easter and Whitsun; booking for summer; write early; ex-owner.

M. —MR. GEORGE ROWE, Chemist, Narberth, recommends his unqualified Assistant, H. Griffiths (22), 4 years' good all-round experience.

M. —MANAGER, Qualified, elderly, active; first-class experience; small salary if hours short. 396/40, Office of this Paper.

M. —MANAGER, Drug Stores, or unqualified Assistant; 17 years one post; excellent references. R. Slee, 106 Fifth Avenue, W.10.

M. —MANAGER (26), tall, seeks responsible post; 9 years' first-class West End and Provincial experience; proved ability; conscientious, reliable, excellent references; moderate salary. "Chemist," 30 Ilminster Gardens, Battersea.

CLEAR OUT—your Old or Damaged Stock of Photo Goods
Why keep them any longer? Turn them into CASH.
I GIVE BEST PRICES for Old Films (damaged, fogged or expired dates); Packet Papers, Cards (any sizes). Old Photo Goods or Cameras, Bromide Papers. Plates (all sizes, all makes). Send any goods in the photo line. I buy all, good or bad. Cash per return. A good price for all Cameras. Send them along.
S. E. HACKETT, 23 July Road, Liverpool

PART or Whole-time Position in good-class pharmacy required by experienced Dispenser (26); one month. Rowe, 2A Westmoreland Road, S.E.17.

PART-TIME M.P.S. (24), free all day Fridays, Saturdays and other mornings; varied experience. 17 Ansell Road, S.W.17.

PART-TIME work wanted; unqualified (22); Thursday afternoon and/or evening and/or Sunday afternoon and/or evening; first-class Dispenser, Counterman and Window-dresser. 397/3, Office of this Paper.

PHARMACIST, now disengaged; male (25); Photography, Dispensing, Counter experience; West End; good references. Rooke, 104 Clapham Road, S.W.9.

PHARMACIST, sound, reliable, locum, booking dates; London and Provincial experience. Write/wire Howell, c/o Mendus, Chemist, Pembroke.

PHARMACIST, ex-Proprietor, experienced, reading for Medical Final, desires part-time engagements; free afternoons and evenings; Liverpool or near essential. Chemicus, 8 Eardisley Road, Mossley Hill, Liverpool.

QUALIFIED (24), locum work required; free; Family and Dispensing business speciality; well recommended. Sugden, Common Road, Low Moor, Bradford.

QUALIFIED; single, slightly lame; with highest class London, Provincial, Hospital and N.H.I. Dispensing experience, desires Management of small business or position in Institution in London. Address, X.Y.Z., c/o P.C.B. 70/11, Office of this Paper.

QUALIFIED Superintendent; small salary, short hours; excellent references middle-aged; disengaged; London. Alex Wilson, 14 Percy Circus, London, W.C.1.

QUALIFIED (34, married); present situation 8 years; Senior or Manager; sound experience Counter and Dispensing; free at week's notice. Redman, 28 England's Lane, Hampstead, N.W.3.

QUALIFIED (47), shortly disengaged; highest references; permanent, temporary; West End, Continental experience; terms moderate. "Major," 42 Myddleton Square, E.C.1.

QUALIFIED (26) desires situation as Assistant or Manager; permanency preferred; disengaged. Davies, 4 Victoria Road, N.4.

QUALIFIED (45), single; experienced Manager and Dispenser; reliable, trustworthy; will manage small business for £4 weekly; or as Dispenser, £3 10s. weekly; or short hour engagement, £2 10s. weekly; disengaged as required; indoors if convenient. Chemist, 6 Guthrie Street, S.W.3.

TEMPORARY, part-time; large varied experience; reliable, adaptable, active; elderly; unregistered; offers invited. "Chemicus," 55 Clarence Street, Broughton, Salford.

UNQUALIFIED (26), 11 years' experience Dispensing, Counter, Agricultural and Photographic; permanency; good references; free one month. 397/17, Office of this Paper.

UNQUALIFIED (21); 5 years' good experience, 3 years London; Photographic, Dispensing, Window-dressing, &c.; moderate salary. 396/50, Office of this Paper.

UNQUALIFIED, married; first-class and general experience all branches; accurate, quick Dispenser; permanency preferred; do locum anywhere; disengaged; excellent references; 5 ft. 9½ in. B. P. D., 117 Mansfield Road, Hampstead, N.W.3.

UNQUALIFIED (32), lady, requires post London or Suburbs; capable Dispenser, Counter Hand, Book-keeper; 12 years' experience; excellent references. 400/6, Office of this Paper.

YOU want your windows smartly dressed, your customers carefully attended to. Engage smart young unqualified Assistant. Over 8½ years' experience London and provinces; excellent references; London preferably. 399/7, Office of this Paper.

YOUNG Lady, Qualified, desires position; experienced and capable; permanency or locum. 397/2, Office of this Paper.

£3 WEEKLY, outdoors; high-class West End and provincial experience; capable and reliable; any capacity; good Dispenser; disengaged. 399/15, Office of this Paper.

WHOLESALE.

AMBITION young Pharmacist (M.P.S.) seeks position as Representative to firm of repute; tall, smart appearance, keen and energetic; can provide own car if required; at present managing retail business near Manchester, but willing to live anywhere; excellent references. 396/24, Office of this Paper.

A N OPPORTUNITY occurs for a Leading House to engage Representative (young), single, own car; 8 years' connection Chemists, Northumberland to South Yorks, and really a sales record hard to equal; advertiser is not particular as to area allotted, for, being a man with personality, can bring increased business from any district; unimpeachable references from reputable sundries house. 396/2, Office of this Paper.

E XPERIENCED Representative; own car; several years' connection Chemists, &c.; desires to represent firm, West of England, Hampshire, &c. 397/34, Office of this Paper.

E XPERIENCED, reliable and educated gentleman seeks position of trust in wholesale, Representative or otherwise, with drug or sundry house; possesses thorough knowledge Chemist's business; highest references. 399/16, Office of this Paper.

E XPERIENCED Representative (40); many years' sound connection Chemists, Hairdressers Southern Eastern Counties (now calling every three months); excellent references; open to represent established house on commission basis; a genuine proposition will receive active and conscientious support. 399/31, Office of this Paper.

E XPERIENCED Traveller (26), sound connection London retail Chemists, drugs, packed goods and toilets, seeks opening with substantial house. P.C.B. 70/21, Office of this Paper.

L ABORATORY Manager seeks engagement. Savage, F.C.S., M.P.S., "West Ville," Rawdon, Leeds.

L ADY Clerk (23) desires post; keen, energetic; 6 years' experience wholesale Chemists offices, Typing, Ordering, Book-keeping; slight French; general office work; knowledge all branches, responsible work; own initiative; matriculation; R.S.A. Book-keeping certificates. 398/35, Office of this Paper.

L IVE Wire requires firm or firms for London, south to Bourne-mouth; live connection Stores, Chemists, Hairdressers; salary, commission, expenses, with car; A1 references and records. "Efficient." 397/38, Office of this Paper.

R EPRESENTATIVE, 10 years' experience in London and South of England, keen, energetic Salesman, good knowledge Perfumery, Toilets and Proprietary goods, desires to represent house of repute. 398/5, Office of this Paper.

R EPRESENTATIVE (37); sound London Chemists' connection; 7 years Toilets, requires additional lines; commission, part expenses, immediately; own car. "Experienced," P.C.B. 70/16, Office of this Paper.

R EPRESENTATIVE, well-known house; 15 years' Pharmaceutical experience; live connection London; desires change; propaganda or speciality sales. 398/22, Office of this Paper.

S COTLAND.—Young gentleman, good connection with Medical and Veterinary Professions, wishes position with Manufacturing or Wholesale Chemists as Medical Propagandist; in London next week for interviews. 395/26, Office of this Paper.

TABLETS, Pills, &c.; all branches; 20 years' first-class experience; take charge; work up existing or start new department; disengaged. H., 17 Elphinstone Street, Highbury Vale, N.5.

T RAVELLER with long, well-established connection part London and whole of Southern Counties, seeks re-engagement; own car. P.C.B. 70/20, Office of this Paper.

FOR SALE.

(Articles to the value of £5-£50.)

BUTCHER Autoprint Enlar. No. 2 Electric; Kodak Service Printer Electric; good condition; what offers? Tanner, Angel Lane, Stratford, E.15.

DISPENSING Screen, mirror centre, glassframed side cases; also Avery Personal Weighing Machine; all in good condition. Phone Hounslow 2072.

KODAK Autofocus Enlarger, full equipment; good condition. Apply Fairburn, Chemist, Northallerton.

G MALL National Cash Register, recent model, for quick disposal; in good working order; bargain. Write to R. Hall, 7 Lena Gardens, Hammersmith, W.6.

NAMES AND ADDRESSES.

When sending advertisements for any of the sections in this Supplement, advertisers—as a guarantee of good faith and not necessarily for publication—should always give their names and addresses. It sometimes occurs that this rule is not followed and delay and disappointment ensue. Strict attention to this detail will be appreciated.

